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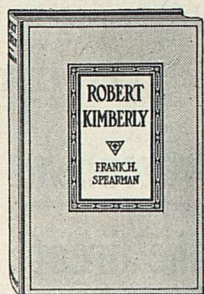
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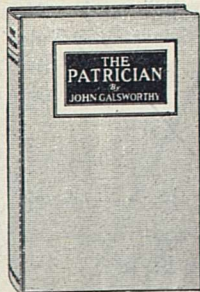
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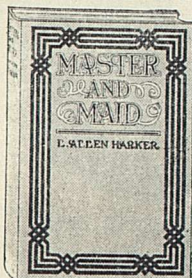
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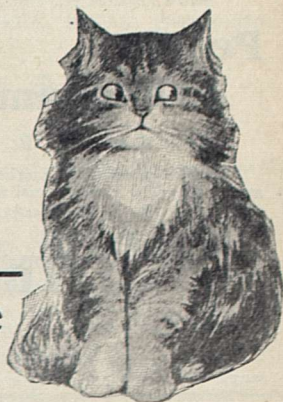
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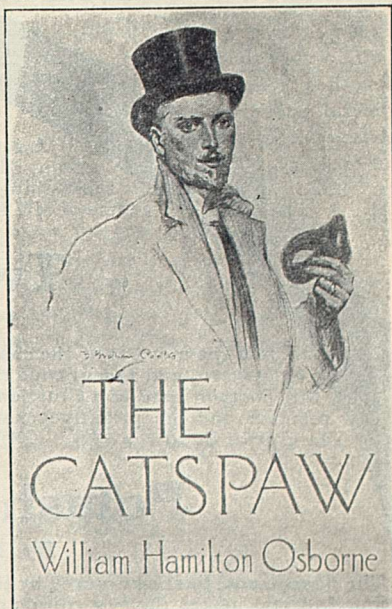
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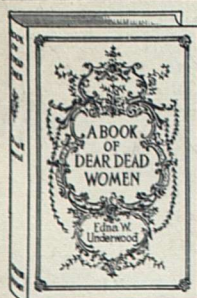
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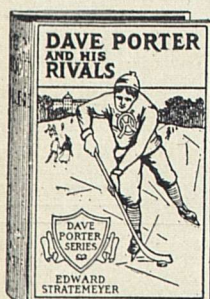
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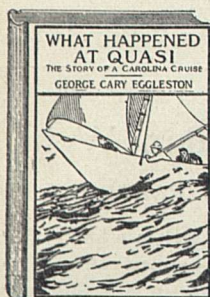
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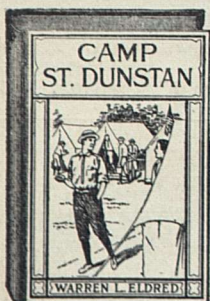
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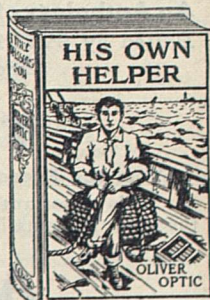
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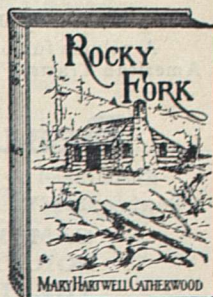
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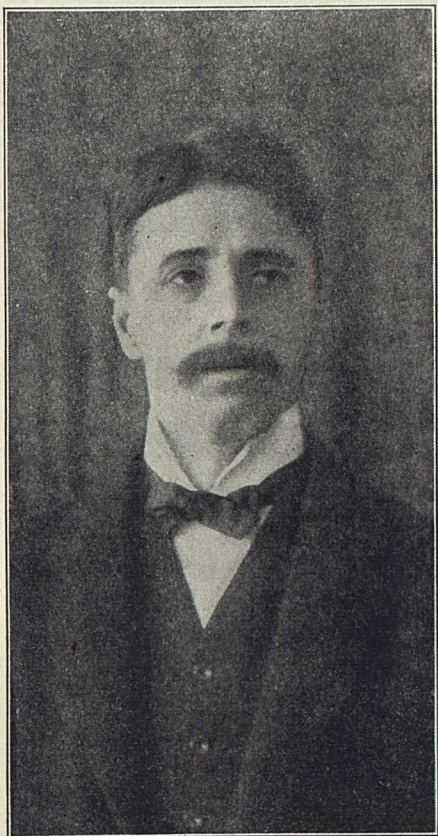
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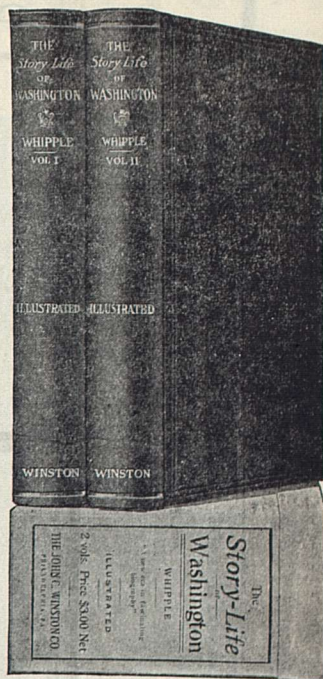
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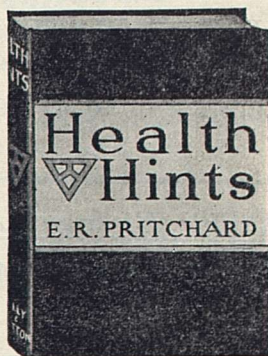
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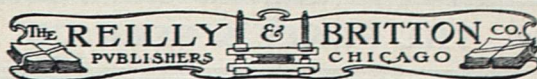
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Table of Contents

<i>Editorial: THE SPRING OUTLOOK</i>	1325
THE STORY OF A BOOK: CHAS. M. SHELDON.....	1326
STORE MANAGEMENT: HARRY DAVIS.....	1330
FOR THE MAN BEHIND THE COUNTER.....	1332
ISAAC PITMAN & SONS MOVE.....	1332
TRADE ASSOCIATIONS.....	1333
<i>Communications: SUBSCRIPTION BOOKS AND THE BOOKSELLER: SUBSCRIPTION PRICE</i> <i>vs. TRADE PRICE</i>	1334

INDEX TO ADVERTISERS.

	PAGE		PAGE
Baker & Taylor Co.....	1245, 1363	Jenkins (Wm. R.) Co.....	1362
Baker's Old Book Shop.....	1352	Kay Printing House.....	1363
Bobbs-Merrill Co.....	1276-1278	Kellogg (Andrew H.) Co.....	1363
Book Supply Co.....	1269	Laird & Lee.....	1365
Books for Sale.....	1351	Lane (John) Company.....	1270
Books Wanted.....	1342	Lippincott (J. B.) Co.....	1246, 1247
Brown Brothers.....	1268	Little, Brown & Co.....	1248, 1249
Business Opportunities.....	1352	Lothrop, Lee & Shepard Co.....	1250, 1251
Caldwell (H. M.) Company.....	1254	McClurg (A. C.) & Co.....	1266, 1366
Cassell & Co., Ltd.....	1275	McKay, David.....	1354
Cazenove (C. D.) & Son.....	1362	Merriam (G. & C.) Co.....	1361
Century Co.....	1232	Moffat, Yard & Co.....	1256, 1257
Classified Advertising.....	1341, 1342	Nelson (Thomas) & Sons.....	1357
Conway, E. E.....	1362	Outing Pub. Co.....	1272
Crowell (Thomas Y.) & Co.....	1271	Oxford University Press.....	1355
Dodd, Mead & Co.....	1240	Pitman (Isaac) & Sons.....	1362
Doran (George H.) Co.....	1258, 1259	Pulnam's (G. P.) Sons.....	1260, 1261
Doubleday, Page & Co.....	1242-1244	Platt & Peck Co. (The).....	1274
Dutton (E. P.) Co.....	1255	Publishers' Weekly (Office of).....	1358
Editor Co. (The).....	1362	Reilly & Britton Company.....	1273
Electrical Testing Laboratories.....	1363	Scribner's (Charles) Sons.....	1233-1235
Estes (Dana) & Co.....	1252, 1253	Situations Wanted.....	1352
George, Henry.....	1362	Special Sales.....	1352
Griffith & Rowland Press.....	1359	Special Notices.....	1352
Grosset & Dunlap Co.....	1364	Sturgis & Walton.....	1267
Harper & Brothers.....	1231	Tapley (J. F.) Company.....	1363
Harris, O. T.....	1361	University of Chicago Press.....	1360
Holt (Henry) & Co.....	1353	Wessels & Bissell.....	1359
Houghton Mifflin Co.....	1236-1239	Wiley (John) & Sons.....	1356
Hurst & Co.....	1262, 1263	Winston (J. C.) Co.....	1264, 1265
Huebsch (B. W.).....	1360	Wycil & Co.....	1362

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Abbott, Lyman, D.D., Waterhouse, Rev. Eric, and Tousey, W: J.

The problem of human destiny as conditioned by free will; discussion. Bost., Murray Press, [11.] (Mr18) 72 p. D. bds., 25 c. n.

During the session of the Universalist General Convention held in Boston, 1899, there was an interdenominational evening. Dr. Abbott delivered an address entitled "Why I am not a Universalist," which was printed in full in the *Outlook*. Prof. Tousey, of Tufts College, answered Dr. Abbott, and also Rev. Eric Waterhouse, of London, who in 1910 wrote in the *Homiletic Review* "Can God be baffled?, a criticism of the logic of Universalism." The main contention was over the bearing of free will upon the problem of human destiny. All these papers are gathered in this little book.

Adams, Andy.

Wells brothers, the young cattle kings; with il. by Erwin E. Smith. Bost., Houghton Mifflin, '11. (Mr18) c. 6+356 p. D. \$1.20 n.

Two young American boys start a cattle ranch, go through all the exciting experiences of cow-punching and cattle raising and after discouragements and dangers succeed so well that they become "the young cattle kings." "The log of a cowboy," "Reed Anthony, cowman" and other books have shown that the author learned his facts at first hand and has the knack of describing. Illustrated by specially-posed photographs from real life by Erwin Smith.

Beard, C: Austin, ed.

Loose leaf digest of short ballot charters; a documentary history of the commission form of municipal government. N. Y., Short Ballot Organization, 383 Fourth Ave., [11.] (Mr18) various paging, (bibls.,) O. \$5 n.

The editor of this volume is associate professor of politics in Columbia University. Contributions are acknowledged from Dr. Charles W. Eliot, Robert Tyson, Elliot H. Goodwin, John MacVicar and Richard S. Childs, secretary of the Short Ballot Organization. Contents: Definition of "Short ballot charter;" Chapters on commission government; Outlines of Short Ballot charters; Tabulations; Texts of Short Ballot charters; Texts of proposed charters; Reports from Short Ballot cities.

Blair, T: S., M.D., and others.

Public hygiene. In 2 v. v. 1, with 158 illustrations; v. 2, with 158 illustrations. Bost., Badger, [11.] (Mr18) c. 6+310; 312-644 p. O. \$10 n., boxed.

Dr. Blair is neurologist, Harrishburgh (Pa.) Hospital, and author of "A practitioner's handbook of materia medica," etc. The material in these two volumes has been gathered in order that those working in the interest of public health may know what is being done throughout the country and may make a more unified effort for the cause. The author thinks that public hygiene has developed too much as a specialty and needs the tempering conclusions of the whole body of the medical profession.

Bond, R. Warwick, ed.

Early plays from the Italian; ed. with essay, intros, and notes. [N. Y., Oxford Univ.] '11. (Mr18) 118+332 p. D. \$2.50.

These plays are "Supposes," "The buggbears," and "Misogonus," and the book as a whole is an

attempt to illustrate the connection between the Latin, Italian, and early Elizabethan comic stage, whether in subject-matter and spirit or in technical forms, Mr. Bond also adds some brief notice of the allied Educational-Drama.

Bone, D: W.

The brassboulder; with il. by the author. N. Y., Dutton, '11. (Mr18) 8+293 p. D. \$1.25 n.

A "brassboulder" is a youthful apprentice whose parents pay a premium for his appointment to a vessel, where for three years he does the work of an ordinary seaman, eats no better and gets no pay on the theory that he is learning to be an officer. The story is told in first person and gives a vivid description of life on board a sailing ship. The trip took the characters round the Horn and back, sailing from Glasgow.

Brennan, Ignatius.

Mountain state gleanings; [poems.] Bost., Badger, '11. (Mr18) 155 p. por. D. \$1.25.

Caesar, Caius Julius.

Cæsar's Gallic war; tr. by the Rev. F. P. Long. N. Y., Oxford Univ., '11. (Mr18) 8+278 p. fold. map, S. \$1.

The text generally followed is Du Pontet's and the modern equivalents are given to ancient geographical terms.

Carus, Paul.

Truth on trial; an exposition of the nature of truth, preceded by a critique of pragmatism and an appreciation of its leader. Chic., Open Court, '11. (Mr18) c. 6+138 p. O. \$1.

After a statement of what the pragmatists believe, a philosophy with which the author does not agree, he goes on to show the mistake they make in regarding the part which the personal equation plays as the essential feature of cognition. He says that "science stands and falls with the objectivity of truth," and truth is not mere opinion, differing with each person. Index.

Chandos, the herald.

Life of the Black Prince by the herald of Sir John Chandos; ed. from the manuscript in Worcester College, with linguistic and historical notes by Mildred K. Pope and Eleanor C. Lodge. [N. Y., Oxford Univ.] '10, [11.] (Mr18) 62+256 p. Q. bds., \$7.75.

The author was herald to Sir John Chandos, who fought under the Black Prince in France. This poem, giving the life of the Prince, is written in French and the original text is first given, then a translation, followed by historical notes, critical notes, glossary and index to proper names. First editor is resident tutor, Somerville College, Oxford; second is resident tutor of Lady Margaret Hall, Oxford.

Chapman, Dom J:

John the presbyter and the Fourth Gospel. N. Y., Oxford Univ., '11. (Mr18) 108 p. O. \$2.

Chase, J. Smeaton.

Yosemite trails; camp and pack-trail in the Yosemite region of the Sierra Nevada; with il. from photographs and a map.

Bost., Houghton Mifflin, '11. (Mr18) c. 10+354 p. O. \$2 n.

Designed to direct the attention of mountaineers and lake-lovers to a lake-land of incomparable richness and peculiar diversity of charm in an almost unknown region of the Sierra Nevada. Although discursive, the volume will not be without value as a guide-book, since the author has journeyed three times over the country described and gives a map of his route.

Conyers, Dorothea.

Two impostors and Tinker. N. Y., Dutton, '11. (Mr18) 7+343 p. D. \$1.25 n.

A brother and sister who have been humored and spoiled by an uncle are left with very little money at his death. By chance a letter closing arrangements with a cousin of same name to be Master of Fox Hounds in Ireland comes into their hands in Paris. They go immediately and accept position, taking their dog Tinker. The sister has spirit for both. She dresses as a young man and conquers the county. The descriptions of nature, horses, hounds and Irish lords and retainers are highly amusing.

De Sélincourt, Hugh.

A fair house. N. Y., J. Lane, '11. (Mr18) 328 p. D. \$1.50.

John Camden's wife dies when their daughter is born. The man is at first numbed by his loss, then comes a short season of intense bitterness and rebellion, and finally he comes to realize that love is the big thing in life that never dies. He feels near his wife and takes up the duty of bringing up their little daughter. The story is the record of the love and confidence between father and daughter and their influence on their characters. The book ends with the girl's engagement to a fine man. By the author of "The high adventure," "A boy's marriage," etc.

Dixon, W: Macneile, comp. and ed.

The Edinburgh book of Scottish verse, 1300-1900. [N. Y., Oxford Univ.,] '10, ['11.] (Mr18) 20+938 p. D. \$1.90; Japan pap. ed., \$2.60.

Editor is professor of English literature in the University of Glasgow.

Fillebrown, T.: M.D.

Resonance in singing and speaking. N. Y., Ditson, ['11.] (Mr18) c. 8+93 p. D. \$1.25.

The author has been twenty-one years professor of operative dentistry and oral surgery in Harvard University; member of the American Medical Association, the Academy of Dental Science, the New England Otological and Laryngological Association; lecturer on voice development. The "originality of the author's system consists in the classification of the principles into a systematic, progressive whole, and in arranging a simpler and more practical method of applying them," making the results more quickly attainable. For use from the kindergarten to the conservatory of music and the school of oratory.

Fisher, Sophie.

The imprudence of Prue; with il. by Herman Pffifer. Indianapolis, Bobbs-Merrill, ['11.] (Mr18) c. 357 p. D. \$1.25 n.

England in the time of Queen Anne is the scene when Marlborough and his wife were the royal favorites and Jacobite plots and plots against the Duke and Duchess were rife. The story begins with the holding up of Lady Prudence Brooke and her cousin by a highwayman, who consents to let them keep their jewels in exchange for a kiss from Lady Prue. Later the man is caught and condemned to death, and Prue decides to ask him to marry her in order to escape another suitor. A pardon comes immediately after the marriage is over and imprudent Prue finds herself bound to a stranger with the reputation of a thief. In reality the man is a Jacobite agent and heir to an English title and estates and the romance of the lady and the highwayman involves many adventures, political plots, and people of high degree before its happy ending.

Fowler, Gilbert J.

An introduction to bacteriological and enzyme chemistry. N. Y., Longmans, ['11.] (Mr18) 6+328 p. (6 p. bibl.) D. \$2.10 n.

The author is lecturer in bacteriological chemistry in the public health department, Victoria University of Manchester; Examiner in biological chemistry to the Institute of Chemistry of Great Britain and Ireland. *Contents:* Characteristics of chemical action in living matter; Bacteriological technique; Invertase and maltase; Alcoholic fermentation of grape juice; Chemistry of albumins and proteins; Fermentation of indigo, tea, cocoa, coffee and tobacco; Chemistry of sewage purification, etc.

Gosling, W. G.

Labrador; its discovery, exploration, and development. N. Y., J. Lane, '11. (Mr18) 12+574 p. pls. maps, O. \$6.

The author's design has been to preserve the knowledge of the incidents which took place in the past, and which are likely to have some value in the development of the country in the future; that may tend to the protection and amelioration of the native races of Indians and Eskimos, to the betterment of the comparatively few white settlers, to the development and conservation of the marvellous fisheries, the framing of proper laws for the governance of the thousands of Newfoundland, Canadian, and American fishermen who frequent its coasts, to excite an interest in the neglected country, and to assist Dr. Grenfell, who has devoted sixteen years to the interests of these people. Index.

Haddon, Kathleen.

Cat's cradles from many lands; with 59 illustrations. N. Y., Longmans, '11. (Mr18) 16+95 p. D. 90 c.

Quite apart from the ethnological interest of the diagrams and explanations in this book is the delightful pastime they represent. The history and superstitions of the different nations regarding this amusement are given, and the unregarded forms of the game are the ones dealt with the most.

Hastings, Wells, and Hooker, W: Brian.

The professor's mystery; with il. by Hanson Booth. Indianapolis, Bobbs-Merrill, ['11.] (Mr18) 341 p. D. \$1.25 n.

The story is told by Laurence Crosby, the professor. He loses his train to Boston and consequently his boat to Europe. While he is fuming on the station platform he sees a charming girl he has met at a house-party sitting in a train. Immediately he jumps aboard and sits beside her. When they arrive at her station he also alights and accompanies her on the trolley toward her home. The car is wrecked and though they escape injury they are much shaken and Crosby takes the girl home. He is asked to stay all night, but at midnight there is a great commotion in the house and he is told to leave immediately. Naturally he wishes to know why, and it is the unraveling of the mystery which leads him an exciting chase involving an Italian, a medium, a famous alienist and some others that makes the tale.

Heath, Gertrude Emma.

The Madonna and the Christ-child; legends and lyrics. Bost., Badger, '11. (Mr18) 7-42 p. pls. D. \$1.

Hopkins, Una Nixon.

A winter romance in Poppy Land. Bost., Badger, '11. (Mr18) 207 p. pls. D. \$1.25 n.

The love story of June Winthrop and George Oliver, both Easterners spending the winter in California, the one in search of health, the other of quiet in which to write a play. A misunderstanding troubles the course of true love for a while, but is cleared away before the harm is irreparable.

Huntly, Hope.

The way of the gods in Japan. Bost., Badger, '11. (Mr18) 12+339 p. pls. D. \$1.50 n.

Pauline Erskine, an English girl, breaks her engagement and goes to Japan as a missionary. Her

first convert is a young man whose ambition leads him to renounce his old religion and devote himself to his career. Zuri, a lovely Japanese girl whom he was to marry, refuses to wed a renegade, and he marries a wealthy American. Pauline comes at last to see that Zuri's religion, lived as the girl lives and believes it, is capable of producing people as noble as can Christianity, and that her efforts at conversion are an intrusion and serve no useful end.

Hutchinson, Horace Gordon.

A saga of the "Sunbeam"; with photographic portrait and 12 il. from photographs. N. Y., Longmans, '11. (M18) 18+211 p. O. \$1.75 n.

Another cruise of the "Sunbeam" is chronicled in this, the fourth, book devoted to a description of the voyages of Lord Brassey's yacht, the first of which by Lady Brassey, telling of an eleven-month trip around the world, appeared thirty-four years ago. Mr. Hutchinson's book describes the yacht's journey to Iceland, Newfoundland, up the St. Lawrence, along the coast of Labrador, down through the Gut of Canso, and so, from St. John's, home. There is a photographic portrait of Lord Brassey and many photographs of people and places.

Jacks, Lawrence Pearsall.

The alchemy of thought. N. Y., Holt, '11. (M18) 8+349 p. O. \$3 n.

Fifteen essays by the Dean of Manchester College, Oxford, and editor of *The Hibbert Journal*: The bitter cry of the plain man; Art and experience; The usurpation of language; The universe as philosopher; The alchemy of thought; Insulated philosophy; Devil's Island and the Isles of Omniscience: an adventure among abstractions; Self-defeating theories; Is there a science of man?; The manipulation of man; Morality by the card; The quest for safe conduct; Moral education; Religion; Is the moral supremacy of Christendom in danger? Four of these have appeared in substance in *The Hibbert Journal*.

Kennett, Rob. Hatch, D.D.

The "servant of the Lord." [N. Y., Longmans,] '11. (M18) 11+122 p. D. 90 c. n.

The author is Regius professor of Hebrew at Cambridge, and Canon of Ely since 1903; Fellow and Lecturer in Hebrew and Syriac of Queen's College, Cambridge; University lecturer in Aramaic. He is a contributor to the *Hibbert Journal* and author of other books. The present volume is an historical investigation into the meaning of the words in the Old Testament prophecies "servant of the Lord" from light of the history of the Church of Israel. By understanding the life and teaching of Jesus the Prophet we are in a position to better understand the life and teaching of the prophets who prepared His way.

Kindergarten lessons for church Sunday schools; a manual for the instruction of beginners; prepared for the Sunday School Commission, Diocese of New York. Milwaukee, Wis., Young Churchman, '11. (M18) c. 32+148 p. D. 75 n.

The book has fifty-two chapters devoted to the teaching of a general outline of the Christian beliefs from God, the Father. The first sin, through the main parables of Christ's teaching to the church. The methods for teaching with the illustrations necessary for making the points plain are written with each lesson.

Larned, Josephus Nelson.

A study of greatness in men. Bost., Houghton Mifflin, '11. (M18) c. 303 p. D. \$1.25 n.

Author has written "Books, culture and character." "Seventy centuries of the life of mankind." "Primer of right and wrong," etc. In this book the principle by which the writer makes his judgments is that character and right motives, rather than mere achievement, must be taken as criterions of greatness. The rest of the book is made up of four chapters, on Napoleon: a prodigy, without greatness; Cromwell: imperfect in greatness; Washington: impressive in greatness; and Lincoln: simplest in

greatness. The career of each of these men is reviewed in the light of the principle reached in the first chapter.

Lauvrière, Emile.

Repetition and parallelism in Tennyson. N. Y., Oxford Univ., '10, [11.] (M18) 11+107 p. D. pap., \$1.

The author is one of the instructors in the Lycée Louis-le-Grand, Paris; Laureate of the French Academy and the Academy of Medicine. *Contents*: Analytical study; Repetition of words, phrases, lines and burdens; Parallelism in one line, in single lines, in couples or of groups of lines.

Litchfield, Gertrude.

Les enfants; a book of verse in French-Canadian dialect. Bost., Badger, '11. (M18) 61 p. D. \$1.25.

Loane, M.

The common growth. N. Y., Longmans, '11. (M18) 7+304 p. D. \$2.

By the author of "Queen's poor," "Neighbours and friends," "Englishman's castle." A series of sketches or essays are contained here in this volume dealing with the English poor as shown by contents: Hospitality; Woman supertramp; Working-class widows; Mother and me; Meaning of thrift; Cost of idleness; Choice of occupation; Are we just to the poor; Patients and politics; "For better for worse."

London, Jack.

Adventure. N. Y., Macmillan, '11. (M18) c. '10-'11. 8+405 p. D. \$1.50.

After the manner of a game of consequences Joan Lackland, an American girl from Hawaii, comes to the Solomon Islands to the plantation of an Englishman, David Sheldon. He is the only white man of the community and is having a hard struggle through his physical weakness from illness to keep the native man-eaters in subjection. Joan nurses him. She is the novelist's typical American girl who is determined to do everything that is especially daring and indiscreet. She wishes to be a woman planter, and is searching for suitable surroundings. Of course he says "Marry me," and she says "No;" she stays on and defies convention and he has to fight duels for slander. Then she says "Let's be married," and he says "No." This reversal of mood forms the complication of plot, but in the end they both say "Yes."

Loper, S: Ward.

Mattabesett; or, the coming of the pale-face, and other poems. Bost., Badger, '11. (M18) 142 p. por. pls. D. \$1.50.

Lubbock, Sir J.; [Lord Avebury.]

The origin of civilisation and the primitive condition of man; mental and social condition of savages. 6th ed. (1902); re-issue with a new preface. N. Y., Longmans, '11. (M18) 32+577 p. pls. fold. tab., O. \$2.50 n.

Lukach, Harry C.

A bibliography of Sierra Leone; with an introductory essay on the origin, character and peoples of the colony. N. Y., [Oxford Univ.,] '10, [11.] (M18) 144 p. O. \$2.90.

The author is of Trinity College, Oxford, private secretary and A. D. C. to the governor of Sierra Leone.

MacDermott, Rev. G. M.

The Gospel according to St. John. Milwaukee, Wis., Young Churchman, [11.] (M18) 133 p. S. (Plain commentaries.) 35 c. n.

The author of this commentary is assistant secretary of the Norwich Diocesan Association of Schools; Rector of Little Ellingham; Vicar of Great Ellingham, Attleborough, Norfolk, England.

Madan, A. C.

Living speech in central and south Africa; an essay introductory to the Bantu family of languages. N. Y., Oxford Univ., '11. (Mr18) 95 p. O. \$2.

Marks, Jeannette Augustus.

The end of a song. Bost., Houghton Mifflin, '11. (Mr18) c. 259 p. front. D. \$1.15 n.

Again the author of "Through Welsh doorways" tells with humor and pathos another, longer story of Wales and the Welsh people. It is a simple tale of simple folk. A poor, tired woman dies leaving twelve children to her incompetent husband. The neighbors look after them and their care changes many characters among their surroundings.

Martial, [Martialus Marcus Valerius.]

A Roman wit; epigrams of Martial; rendered into English by Paul Nixon. Bost., Houghton Mifflin, '11. (Mr18) c. 20+119 p. D. \$1 n.

The oddities and incongruities, the makeshifts and shams, the gossip and slander of the life about him furnished Martial with plenty of entertainment. His Epigrams, translated into modern English, make the ancient Roman surprisingly human. The general reader, for whom the volume is intended, will find a few pages of notes at the end explaining any classical references.

Mathews, Ferdinand Schuyler.

Familiar trees and their leaves; described and il. by F. Schuyler Mathews; with il. in colors and over 200 drawings by the author, and an introd. by L. H. Bailey. [New and enl. ed. in colors.] N. Y., Appleton, '11. (Mr18) c. '96-'11. 17+334 p. O. \$1.75 n.

Maycock, W. Perren.

Electric wiring, fittings, switches, and lamps; a practical book for electric light engineers and contractors, consulting engineers, architects, builders, wiremen, and students; a supplement to the same author's Electric lighting and power distribution. circuits. 4th ed., entirely rewritten. [N. Y., Macmillan,] '11. (Mr18) 10+628 p. D. \$2 n.

For notice of first edition see American Catalog, 1895-1900.

Mumby, Fk. Arth.

The romance of book selling: a history from the earliest times to the twentieth century; with a bibliography by W. H. Peet. [Bost., Little, Brown,] '10, ['11.] (Mr18) 18+490 p. il. pls. pors. facsim., O. \$4.50 n.

Contents: The beginnings of the book world; Through the dark ages; The dawn of printing; The book trade under Queen Elizabeth; Shakespeare's publishers; During the reign of James I.; Charles I. and the commonwealth; The Restoration and the Revolution; The early eighteenth century; In Dr. Johnson's day; The end of the golden age of bookselling; The last half-century; Publishers of to-day; Appendix 1., The original charter of the Stationers' company, granted by Philip and Mary, 1557; Appendix 11., Bibliography of publishing and bookselling, by W. H. Peet [reprinted (with additions) from *Notes and Queries*]. Index.

Mundy, Floyd Woodruff, comp. and ed.

The earning power of railroads, 1911; mileage, capitalization, bonded indebtedness, earnings, operating expenses, cost of maintenance, fixed charges, comparative statistics, investments, dividends, guarantees, etc. N. Y., Moody's Mag., '11. (Mr18) c. 492 p. D. \$2.50.

Nearing, Scott.

The solution of the child labor problem. N. Y., Moffat, Yard, '11. (Mr18) c. 8+145 p. D. \$1 n.

By the author of "Social adjustment," who acted for two years as Secretary of the Pennsylvania Child Labor Committee. His programme for reform revolves around three steps: 1, The guarantee, by public authorities, of a minimum standard of living; 2, A reform in the school; 3, A passage of legislation requiring school attendance and prohibiting factory work. Reginald Wright Kauffman calls the book "almost sensational in its sanity."

New Schaff-Herzog encyclop. of religious knowledge; embracing Biblical, historical, doctrinal and pract. theology, and Biblical, theological and ecclesiastical biography, from the earliest times to the present day; based on the 3d ed. of the Realencyklopädie [für protestantische theologie und kirche] by Johann Jakob Herzog; ed. by Albert Hauck and now in course of publication; prepared by more than 600 scholars and specialists under the supervision of S. Macauley Jackson, D.D., editor-in-chief, C. Colebrook Sherman and G. W. Gilmore. Complete in 12 v. v. 9. N. Y., Funk & W., '11. (Mr18) 17+500 p. Q. ea., \$5; per set, \$60; shp., \$84; hf. mor., \$96; full mor., \$108. For notice of the whole work see Annual American Catalog, 1908.

O'Shea, Lucius Trant.

Elementary chemistry for coal-mining students. N. Y., Longmans, '11. (Mr18) 11+319 p. D. \$1.80 n.

Author is professor of applied chemistry in the University of Sheffield, and has written other books of importance on the subject, "Retention of lead by filter paper," "Safety of high explosives," etc., besides many lectures, bound in book form, which have been delivered to deputies and workers in coal mines. *Contents:* Air or atmosphere; Pressure of a gas and atmospheric pressure; Water and hydrogen; Atoms and molecules; Sulphur; Carbon; Flame and the safety lamp; By-products; Explosives; Chemical calculations.

Pearce, C. E.

Love besieged; a romance of the residency in Lucknow. Chic., McClurg, ['11.] (Mr18) 327 p. D. \$1.20 n.

A story of the Indian mutiny and the siege of Lucknow. Jean Atherton goes to India just as the mutiny breaks out and is in the Residency during the six months' siege of Lucknow. A native, moving spirit of the uprising, is one of the characters of the book, which is concerned with the love story of Jean and a young officer who is under a cloud. Actual incidents and the real actors in them form the background of the tale.

Prince, Leon C.

The sense and nonsense of Christian Science. Bost., Badger, '11. (Mr18) c. 143 p. D. \$1 n.

"Though the title of this brief volume indicates specifically a study of Christian Science, the discussion aims to cover the broad field of mental therapeutics from the three standpoints of philosophy, religion, and experience."—*Preface*. It is not controversial in spirit, nor hostile toward any sect, but is designed to throw the searchlight of criticism upon the subject, revealing what is false while not belittling what is good.

Protheroe, Ernest.

New illustrated natural history of the world; with 24 coloured plates (73 figures) and nearly 300 photographs direct from nature, chiefly by W. S. Berridge. N. Y., Dutton, '11. (Mr18) 20+564 p. O. \$2.50 n. Simple descriptions of the animals of the world arranged according to a scientific classification by the author of "The handy natural history."

Savory, D. Ll.

Drei wochen in Deutschland; ein deutsches lesebuch mit deutschen fussnoten, fragen für sprechübungen und grammatischen übungen. [N. Y., Oxford Univ.,] '11. (Mr18) 191 p. il. map, D. (Oxford collection of French and German readers (direct method); ed. by D. Ll. Savory.) 60 c.

Seligman, Edn. Rob. Anderson.

The income tax; a study of the history, theory, and practice of income taxation at home and abroad. N. Y., Macmillan, '11. (Mr18) 11+711 p. (21½ p. bibl.) O. \$3.

By the professor of political economy in Columbia University, who says: "The income tax is coming; sooner or later the constitutional or political difficulties will be surmounted and the United States will fall in line with every other important country in the world." Index.

Sharp, Dallas Lore.

The face of the fields. Bost., Houghton Mifflin, '11. (Mr18) c. 250 p. D. \$1.25 n.

The title essay is a study of fear in animals; another paper, "Turtle-eggs for Agassiz," is a lively narrative which attracted much attention on its appearance in the *Atlantic*; "The scarcity of skunks" is humorous and also strangely pathetic; "The commuter's thanksgiving" brought its author an enthusiastic letter from Colonel Roosevelt written in the heat of the last political campaign. Other articles include one on "Nature writing" and one on John Burroughs as the chief of contemporary nature writers. Mr. Sharp is the author of "The lay of the land," "Roof and meadow" and "Wild life near home."

Shelley, Percy Bysshe.

Prometheus unbound and other poems (1820). [N. Y., Oxford Univ.,] '10, '11. (Mr18) 160 p. por. S. (Oxford lib. of prose and poetry.) 90 c.

Spencer, L. C.

Spencerian grammar; a rational, understandable and self-teachable textbook for use in public and private schools, as well as for the higher colleges and universities; containing a brief, clear, simple exposition of the essential principles of grammar, elucidated by copious illustrations; minutely indexed. New Orleans, La., Spencer Pub., '11. (Mr18) 144 p. O. \$1.

Other text-books by the author are, "Spencerian speller," "Spencerian shorthand," "Mission of man," etc. The present volume deals only with the essentials of the language and the laws governing them are presented clearly and plainly.

Tacitus, Caius Cornelius.

Cornelii Taciti historiarum libri; recognovit brevique adnotatione critica instruxit, C. D. Fisher. [N. Y., Oxford Univ.,] '11. (Mr18) various paging, D. (Oxford classical texts.) \$1.

Taylor, Griffith.

Australia in its physiographic and economic aspects. [N. Y., Oxford Univ.,] '11. (Mr18) 256 p. D. (Oxford geographies; ed. by A. J. Herbertson.) 90 c.

The author was formerly lecturer in economic geography in the University of Sidney. The present work is merely an *Introduction* to the study of the commercial geography of Australia, which is a topic, the author feels, inadequately dealt with in comparison to the knowledge offered of the resources of Canada and India.

Waite, Alice Vinton, and Taylor, Edith Mendall, eds.

Modern masterpieces of short prose fic-

tion; ed., with introd. and notes. N. Y., Appleton, '11. (Mr18) c. 21+408 p. D. \$1.50 n.

First editor is professor of English language and composition, and second is instructor in rhetoric and composition, in Wellesley College. All the selections are from modern writers and are designed as guides for students in composition and not as an evolutionary study of the short story. *Contents:* Turgenev, A living relic; Daudet, The death of the Dauphin; Barrie, Leebly and Jamie; Schreiner, The hunter; Harris, The wonderful tar-baby story; How Mr. Rabbit was too sharp for Mr. Fox; Balzac, An episode under the Terror; Poe, The purloined letter; Tolstoi, Master and man; James, Brooksmith; Kipling, The man who would be king, etc.

Wallace, Alfr. Russel.

The world of life; a manifestation of creative power, directive mind and ultimate purpose. N. Y., Moffat, Yard, '11. (Mr18) c. 10+11. 16+441 p. O. \$3.50 n.

That a man of 88 can bring out the summary of a half century of thought and work on the Darwinian theory of evolution must "give us pause." He has extended the scope and application of the theory and shows that it is capable of explaining many of the phenomena of living things hitherto thought to be beyond its range. The author also treats of fundamental problems which Darwin purposely excluded from scope of his inquiry—the nature and causes of Life itself and more especially of its most fundamental and mysterious powers, growth and reproduction. He holds the development of man to be the crowning product of the whole cosmic process.

Webb, H. Law.

The silences of the moon. N. Y., J. Lane, '11. (Mr18) c. 139 p. D. \$1.50 n.

Title is taken from a line of the *Æneid*, "amica silentia luna." The book is made up of philosophizings on nature, its beauty and its vast lessons for humanity.

Webbing, Peggy.

A spirit of mirth. N. Y., Dutton, '11. (Mr18) 6+312 p. D. \$1.25 n.

London is the scene. The "Spirit of Mirth" is introduced as a little girl of eight living with her father, who is a contortionist known as "the human eel." The fellow lodgers are well drawn. After the father dies the girl runs away at the age of fourteen taking a stupid butcher boy under her protection. They are adopted by an art collector employed in the British Museum. Gaiety and gladness outlive all kinds of trouble in Euphrosyne, and she wins all with whom she comes in contact to her sunny, happy, loving view of life.

Winter, W.

Gray days and gold. N. Y., Moffat, Yard, '11. (Mr18) c. 92+11. 371 p. pls. O. \$3 n.

This is not the popular old book of that title, but an enlarged work with so much new matter that it can be called quite properly a new book. The author rambles through the haunts of Moore and Byron and Dr. Johnson, muses in Tintern's shadows and listens to the distant bells that toll from Arthur Hallam's grave. He visits Southampton, Salisbury, Stonehenge, Bath, Bristol, Litchfield, old York, Arden, Hereford, Nottingham. He lingers in many abbeys and picks up in many spots the trail of romance and poetry.

Wordsworth, Bp. J.

The national church of Sweden; the Hale lectures, 1910; delivered in St. James' Church, Chicago, 24-29 October, 1910. Milwaukee, Young Churchman, '11. (Mr18) 19+459 p. O. \$2 n.

The object of these lectures by the Bishop of Salisbury is to promote brotherly intercourse between the Anglican Communion and the Swedish Church and the people. The history of religion in Sweden is traced from the earliest times, and much information is incidentally given concerning the character of the people and the political affairs of the country.

Index to Spring Announcements.

In this department the announcement of books to be published during the Spring season are indexed under author and title, with as much information as publishers were ready to give in advance of publication. Books appearing before February 1 in our "Weekly Record of New Publications" are not included. The omission of titles of prominent publishers is only due to the fact that such publishers failed to respond to request for information.

Where binding is not stated the books are generally understood to be in cloth binding; "bds.," particularly in the department of Juvenile fiction, generally means illuminated or fancy board covers.

- A B C of collecting old English china. Blacker, J. F. \$2 n. Jacobs.
 Aberdeen, Countess of, ed. International council of women. il. 12°. 75 c. n. Dodd.
 Abraham, Adolphe. Photography of moving objects. il. 12°. 60 c. n. Dutton.
 Abraham, G: D. British mountain climbs. il. \$2 n. Estes.
 Abraham, G: D. Swiss mountain climbs. il. \$2 n. Estes.
 Abroad with the Fletchers. Sampson, J. F. \$1.60 n. Page.
 Achorn, J: Warren. Nature's help to health. 16°. 50 c. n. Moffat.
 Across South America. Brigham, H. \$3.50 n. Houghton M.
 Adam, Evelyn. Behind the screens in Japan. 8°. \$1.50 n. Putnam.
 Adams, Andy. Wells brothers. il. \$1.20 n. Houghton M.
 Adams, C: Fs. Essays and studies. 12°. Macmillan.
 Adams, D. S. Cardinal elements of the Cristian faith. 12°. \$1.50 n. Doran.
 Adams, James Capen. Adventures of. Hittell, T. \$1.50 n. Scribner.
 Adams, Oscar Fay. Dear old story letters. 12°. \$1. Lothrop, Lee & S.
 Administration of the college curriculum. Foster, W: T. \$1.50 n. Houghton M.
 Adventure (The). Binns, H: B. \$1 n. Huebsch.
 Adventure. London, J. \$1.50. Macmillan.
 Adventures of a modest man. Chambers, R. W: \$1.30 n. Appleton.
 Adventures of school-boys. Coryell, J: R. 60 c. Harper.
 Aeonian echoes. Kidder, M. A. \$1.25 n. Sherman, F. & Co.
 Aërial navigation. Zahm, A. F. \$3 n. Appleton.
 Aeroplane, Story of the. Grahame-White, C. \$2 n. (?) Small.
 Añalo, F. G. Re-gilding the crescent. il. map. 8°. \$3 n. Lippincott.
 Agricultural education, Recent developments in. Davis, B: M. Univ. of Chic.
 Agriculture in the high school, Teaching of. Bricker, G. A. \$1 n. Macmillan.
 Agriculture, Text book of. Davis, K. C. Lippincott.
 Ainsworth, Percy C. Threshold grace. 16°. 50 c. n. Revell.
 Airship Andy. Webster, F. V. 40 c. Cupples & L.
 Airship boys in finance. Sayler, H. L. \$1. Reilly & B.
 Alarms and discursions. Chesterton, G. K. \$1.50 n. Dodd.
 Albee, Helen R. The gleam. \$1.50 n. (?) Holt.
 Alchemy of thought. Jack, L. P. \$3 n. (?) Holt.
 Alcohol and the human body. Horsley, Sir V. 40 c. n. Macmillan.
 Alderman, Edn. A., and Gordon, Armistead C. The life of J. L. M. Curry. il. 12°. Macmillan.
 Alexander, J. Truth about Egypt. 8 il. \$2 n. Cassell.
 Alexandrian ser. New fraternity ed. 10 titles. ea., \$1.50. Caldwell.
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 Alice's adventures in wonderland. Dodgson, C: L. 30 c. C: E. Merrill.
 Alise of Astra. Watson, H. B. M. \$1.50. Little, B. & Co.
 All about railways. Hartnell, F. S. \$1.50. Cassell.
 Allbutt, T: Clifford, and Rolleston, Humphry Davy, eds. A system of medicine and gynæcology, by many writers. In 12 v. sub. only, \$72; hf. mor., \$96. Macmillan.
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The Publishers' Weekly

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March 18, 1911

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"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—LORD BACON.

THE SPRING OUTLOOK.

For the first time in three years it is possible for THE PUBLISHERS' WEEKLY to forecast a favorable trend to the spring trade without—if we may be permitted to use a sporting term—having to "hedge." Three years ago the prospect offered little promise, yet general business and booktrade conditions improved with a rush all through 1908. If the former sagged back perceptibly in 1909 and remained cautiously stationary in 1910, the booktrade not only did not decline, but continued steadily to advance. Last year was an excellent one, and by now the trade has again caught its breath and anticipates an even better year ahead.

Of course, from the standpoint of various houses, this anticipation takes various forms and is variously qualified. "Our line is stronger than for two years past," was one report; "how much of our improvement so far this year over last is due to that rather than general trade conditions it is hard to say." "Most of our books so far are feeling their way," says another; "but one novel has already done the biggest spring business we ever did." "The coast may go a little slower this year," declared one traveller who is in a position to know, "but general trade conditions elsewhere are good." "We have had no big sales so far, but we have more books listed this spring and our gross sales are larger than last," is another statement. One large house, when asked how business was, replied with an unqualified and enthusiastic "Splendid!"

How far net fiction is responsible for this favorable showing it is difficult to judge. Directly, probably not very much—yet, indi-

rectly, in the way it has put new heart in the trade, probably considerable.

The most significant thing about the season's showing (aside from the marked progress made in making fiction net, to which we called attention two weeks ago) is the amazing increase in book production. It would be naturally anticipated that 1910's phenomenal increase in book publication, 30 per cent. over 1909, established a rate too high to be long maintained. Yet not only does this year show an increase over 1910, but the rate of increase has also gone higher.

Fiction is the most striking class in point. It is surprising enough to find this spring's fiction announcements surpass last fall's, the figures for 35 of the leading "general" publishers, selected to afford a basis of comparison, being 242 novels announced this spring as against 179 last fall. It is more surprising to find that this spring's increase over last spring's is considerably over 100 per cent—242 as compared with 113. To venture a doubling of production in the most perishable commodity the booktrade knows certainly shows faith in trade conditions on the part of the publisher. It is now the part of the retailer to show that that faith is justified.

Nor is this spring's fiction of mediocre merit as fiction goes. It is hard to pick out a score of titles and say that their publication was a mistake; the spring's fiction seems, on the whole, to maintain an unusually high average of merit; while, as for the authors of reputation represented, it would be idle to attempt to name them, unless one wished to call a tolerably complete roster of British and American novelists of note.

That this outlook for the coming season and year offers cause for mutual congratulation is evident. Two points of guidance for the trade are equally evident: first, to make a whole-hearted, hard-working and well-planned campaign for retail trade this spring; second, and after that, to come to the approaching annual convention of the American Booksellers' Association in an earnest and optimistic spirit of co-operation.

BECAUSE a page advertisement in the *Iron Age* of last week contained, in the middle of it, the words "read carefully and tear out for reference," the local post office authorities held up the edition for nearly a whole day. This is an illustration of the trouble that publishers are continually being subjected to as a result of some drastic regulations re-

cently promulgated by the Third Assistant Postmaster-General concerning advertisements which form a part of publications mailed at second class rates. Not only are perforated coupons exceeding 20 per cent. of the size of the advertisement prohibited, but parts of ads which are intended to be cut out or removed by the reader are held to be "un-permissible." Such regulations are also suggestive of the power of censorship, not only over advertising, but also over physical make-up and even news matter itself, which the recently proposed second class mail "rider" would have established. The Post Office Department is emphatically in need of fewer complexities of ruling, not more.

THE STORY OF A BOOK.

BY CHARLES M. SHELDON, *Author of "In His Steps," etc., in The Independent.*

THE AUTHOR'S STORY.

In the first place, no one asked me to write this book. I wrote it because I wanted to write it.

In the second place, it was not written to please the critics or secure favorable press notices. I do not know personally more than two professional book critics, and if anything I have ever written has ever met the approval of either of them, it was a mistake on my part.

In the third place, I am frank enough to say that in the case of this particular book I did have some wordly thoughts concerning its sale and some pecuniary returns—enough perhaps to pay for the cost of getting the story typewritten. This confession on my part is necessary to account for some things found later in this narrative.

So much for the preface. Now for the plain tale.

After finding in my mind or my brain, which may or may not be synonymous, the main ideas of the story, I sat down one morning and wrote on a piece of paper the names of all the characters so far as they had become real to me. I then started on the first chapter, working toward a climax. When it was finished I had written about ten thousand words and had no idea in my head how the climax was to be taken up in the second chapter. The number of words written at a time averaged two thousand. It took ten days to finish the chapter satisfactorily, counting in the time spent in revision and changes.

After an interval of three days I began the second chapter, writing about 1500 words a day for five days. Without knowing anything about the probable end of this chapter, I let the characters work it out among themselves, apparently without any help from me, and to my surprise they did it very well and managed to introduce three more characters that I had not thought of when I began Chapter I. When the book was finished I

found I had seven characters in it that had not put in any appearance in the original drafting of the plot.

The whole book was constructed in the same general way as the first and second chapters. Most of the work was done between 9 and 12 at night, and the writing was made with a No. 2 lead pencil, without abbreviations.

When the book was finished I found I had twelve chapters of a story containing 128,000 words. It had taken me in actual time to produce this amount, counting in the time I spent working over the plot in my mind, something like the best part of six months of hard work.

At the rate of the wages received by a bricklayer in this country, 70 cents an hour, I ought to receive for my book \$873.60; supposing, of course, that the book represented when finished a piece of work as necessary, or as well built, as the structure on which the bricklayer labored. If the bricklayer was building a saloon I think the book ought to fetch a little more, say 75 cents instead of 70 cents; and, by the way, the brick mason is paid at the end of the week—if not, he strikes.

After the lead pencil manuscript was finished, my next task was to get it into shape for submitting it to a publisher. It is an established fact that it is almost impossible to get a reading of any manuscript in a publisher's office unless it is typewritten.

I do not know how to use a typewriter, and was obliged to pay 25 cents an hour for having the work done. This was much less than a professional stenographer would have charged. It took 128 hours to typewrite and correct the entire manuscript, and cost me \$32.

After some slight corrections of this manuscript, I deliberated over the next step, namely, the possible purchaser of my book.

A book is not like any other piece of property known to man. If a farmer wants to sell a load of hay he puts it on a wagon, drives in to town, goes to the market, and sells his hay at the market price and takes the money home in his pocket. But if a man wants to sell a book, he looks humbly into the book market, submits his wares in complete uncertainty as to whether any one wants them or not, and then meekly lets the purchaser determine the amount and time of payment.

I took courage and finally sent the book manuscript on its adventurous way, under a *nom de plume*. It remained with the publisher three months and was returned with a printed note of rejection. Costs to me of postal charges both ways, \$2.30.

I waited a decent season of mourning and again sent it on its quest. It is one of the insoluble mysteries of the United States postal department that author's typewritten manuscript is classified as first-class postage matter, at letter rates, while a printer's proof, which is the same thing in another form, is listed as third-class postage. There are things in this old world, outside tariff figures, which the average intellect cannot grasp.

After waiting four months for an answer

from the second publisher, I received a letter saying if I would rewrite certain chapters and inject a little more romance into some of the love passages, the house might consider the publication. Otherwise it was not available.

As this would mean practically the same as writing another book, I meekly declined, and my manuscript came back. Among the things which can be depended upon to "come back" in this world are authors' manuscripts.

The third time, at a cost of \$1.15, I sent off my manuscript, and, after a rapid examination of it by a considerate publisher, last- ing, this time, only six weeks, I received my book back again with the regular printed rejected form.

I now waited ten weeks myself before making another venture, and repaired the damages on the manuscript. Also, I inflicted the story on my Sunday evening congregation. They did not run away from it, and even asked me when it was finished where they could buy the book for Christmas.

This encouraged me again and I submitted the manuscript to another firm, one high up in the business.

To my immense surprise, after waiting until I had almost forgotten the names of the characters in the book, an offer came from this firm accepting the book and enclosing a copy of an agreement between the publisher and myself.

This agreement had so many "parties of the first part and parties of the second part" and copyright technicalities in it that I have never tried to understand it. But one of the clauses in the agreement was in plain English and said that the publisher of the book would donate ten copies of the book on publication, to the author, free of charge, and also make a statement once a year, in the month of July, as to the number of copies sold, and four months after the statement the publisher would send me 10 per cent. of the net cash receipts on the books sold.

I accepted these terms at once, and after some correspondence relating to book cover design, illustrations, etc., an interval of two months elapsed.

I then received by mail proof sheets for correction and revision. It took me twenty-six hours all told to look over these proofs.

Finally the book was printed, and one day my ten copies arrived. I paid the express on them. Charges, \$2.80.

I had the pleasure of making presents of these books to some of my friends who had heard the story read and did not care to buy the book.

When the book finally came out it was listed at \$1.35 net. In reply to my earnest request that the publisher issue a cheap paper edition at 25 cents, within the reach of a large number of people, he replied that it was unheard of, and that cheap editions were not to be thought of until all of the high-priced volumes were sold. Submitting to the inevitable, I went my way and waited for sales and royalties.

Counting back from the time I first began to plan this book, twenty-nine months had

rolled around, and my book had brought me in that much experience and an expense of \$68.92. This includes paper, typewriting, and manuscript postage and postage on the proof. Some pages of the manuscript had to be typewritten three times on account of being soiled, torn or crumpled in the handling.

In July the next year I received a statement from the publishers that they had sold 3927 copies at \$1.35. Four months later I received a check for \$530.14. This gave me a net profit on my book of \$461.22, after a lapse of thirty-eight months from the time the book was begun.

The life of the average book, so far as selling it is concerned, is about five years. At the end of five years, if this book continues to sell at the same rate as it sold the first year (a highly improbable event), I shall be able to accumulate \$1844.89 as the result of four years' profits. In other words, if I depended on writing books for a living and could write two a year at the same rate of wages received for this one book, I would receive annually \$922.44, or \$824.76 less than the bricklayer receives, at 70 cents an hour. But I had the fun of writing the book, and I am not complaining. Besides, I do not know how to lay bricks.

THE PUBLISHERS' STORY.

I have been in the publishing business a good many years, and during these years I have printed and sold hundreds of thousands of volumes, mostly fiction. I am frank to say that during all these years I have never been sure in my mind concerning more than half a dozen books, as to their reception by the reading public. Manuscripts that have been rejected by a half dozen other firms as useless have been issued by us and have had large sales. On the other hand, books rejected by us have been issued by other houses and have run into hundreds of thousands of copies.

After forty years' experience in the publishing business I do not yet know what the public will buy and read. I think I know what they will *not* read; but even here I lack definite knowledge.

The average author thinks the average book publisher asks only one question when considering the manuscript, viz., Will it sell? And on that basis he thinks the decision is always made either to publish or not to publish.

This estimate of the publisher—that is, of any publisher of reputation—is far from just.

He must consider the good name of his firm and its dignity and general character. Some manuscripts that he is quite sure would make good sellers he rejects, because of their undesirability of style or subject matter.

The reputable publisher also often publishes books he is almost sure to lose money on, because he is honestly and truly desiring to give the public something worth while, even at the risk of losing money.

Again, the reputable publisher often, in his enthusiasm to issue a handsome or creditable volume, will pay more for plates, bookbinding and illustrations than any probable profit on the sale of the volume itself.

It is also a common error to suppose a publisher is influenced by well-known names, and that unknown writers have no chance for a fair examination of their wares. As a matter of fact, every publisher is anxious to introduce new writers to the public and give young and unknown authors a start toward recognition, if their manuscript has really any promise of real worth. As an instance, illustrating all these points, I would like to take the reading public a little into my confidence, using as an example a book recently put out by our house. A manuscript came to us about eighteen months ago, bearing unmistakable marks of having been submitted several times elsewhere.

I was interested in the book from the start and took the manuscript home and did what I rarely do, read it to my wife.

She was very enthusiastic over it. I then turned the manuscript over to our best reader. After finishing it, he frankly and emphatically declared that in his opinion it was "unmitigated bosh." Our junior member then read it, and his judgment was that it would either fall flat or run up into the big list of sellers. One other reader confessed that he fell asleep over the book when in the middle of it.

My own judgment was rather doubtful. I was both attracted and repelled, but on the whole the book appealed to me to such an extent that, against some protest from the junior member of the firm, I decided that we would accept the manuscript and make the author the usual trade agreement of 10 per cent. royalty.

Having committed myself to the book, I prevailed on the junior member of our firm to put out a very creditable volume. We determined on a first edition of 4000 copies. For the plates and illustrations and press work combined we spent \$1500. Illustrations, five in number, cost us \$800, furnished by one of the most famous illustrators in America. We put out 200 books free to reviewers and newspapers, and we spent on publishers' notices and other advertising \$1000. After adding our discount of 30 per cent. to the trade on the \$1.35 net book, and the expenses of paid book reviews by experts, we find on our books that the book cost us, before a single copy was sold for profit, \$2900.

When the first statement was rendered the author in July, one year after publication, our books showed actual sales of his book of 3927 copies. We mailed the author his 10 per cent. on \$1.35 a volume to the amount of \$530.14. Subtracting our expense from the profits leaves us \$1329 loss. In other words, we shall have to sell nearly 3000 books more before we wipe out our first outlay and make the first dollar of real profit. Of course, if the book should prove to be a constant seller, or even if, as in some cases, it should prove to be phenomenal in its sale, we shall make large profits on it. But the public must remember we took all the risk of publication. The author did not incur a cent of this risk. We published the book in what may be truly called total ignorance as to its possible fate. The sale of 3927 copies the first year is of absolutely no value to us in determining its

future. Instances have been known of a book selling 50,000 copies the third year after it was put out. Other books sell steadily at the rate of four or five thousand copies a year for five, eight or ten years. Still other books sell almost no copies after the first year's sale. There is absolutely no criterion for the publisher. I honestly think there is a future for this book. That is the reason I was willing to spend what I did on it typographically. It is a handsome volume and has a striking cover design. We have boomed it for the trade by using the "puff direct."

The public must remember that twice as many books are printed in the United States now as were printed ten years ago. The competition is something tremendous.

The author of this book wrote us a very strong letter, urging us to put out a 25 c. paper edition. His motive was good, but it displayed his ignorance. No publisher can issue a book of 128,000 words at 25 c. and make it pay. There are secrets in the publishing business, which I cannot disclose, but it is not a secret that 25 c. paper editions of novels are entirely out of the question unless the book is guaranteed to sell at least 100,000 copies.

I am much interested in this book and in its author. I am not acquainted with him. My wife says she is certain that he is a woman. So are several of our book reviewers. I certainly wish the book great success, both for the author's sake and our own.

THE READER'S STORY.

Reader No. 1. [The "Puff Direct."]

I have just been reading "The Written Question," a new story by a new author, evidently writing under a pen name.

It is a singularly beautiful and fascinating story written in a most direct and persuasive style. The characters are silhouetted so clearly that the vivid illustrations in the book are almost superfluous. This comes the nearest to the great American novel of anything put out in the last decade. The motive of the writer is on a very high plane, but that does not interfere with the most sensational effect. Chapter five, for example, is superb in its power to hold the reader in a grip of breathless suspense. In fact, the climax at that point is so thrilling that one fears for the rest of the story. How can the writer successfully hold the attention of the readers after such a burst of *élan*! The genius of the author is shown in the fact that even after the amazing *tours de force* shown in chapter five, he manages his situations with such skill that one does not lay the book down until it is finished, unless, indeed, in his impatience to know the *dénouement*, he reads the last chapter before the others. We predict for this unique volume a record-breaking sale. It has already passed its second edition and is the talk of select literary circles in New York.

Reader No. 2. [A Book Reviewer.]

Every year the weary novel reader wonders at the insipid and banal output of the modern novel mill, which rests not day nor night in

its grind of sour and wormy fruit. The last is worse than the first. The season's grist is topped off by a monstrosity called "The Written Question." Why it was written is about the only query the bored reader asks as he lays or throws the book down after a yawning attempt to wade through its dreary maze of 128,000 superfluous words.

This so-called book is the acme of senile twaddle. It sometimes rises to the height of a low-cut hot summer shoe. What is intended as a climax in chapter five is in reality a stumbling in a bottomless pit, from which the author tries to extricate his characters by the use of such puerile devices as would make the red-headed dime novel look like George Eliot; and the wonder of it is that this *potpourri* is in its second edition already and is creating some stir in certain circles. The other wonder is that such sweepings of hack writers should have hypnotized a good publishing firm like _____. The five illustrations are in Colwoods best style and the cover design attracts notice even among the season's aurora borealis display. The whole thing reminds us of Proverbs xi:22.

It is a melancholy comment on the taste of the public when books like "The Written Question" threaten to become popular. It ought to be excluded from the public libraries.

Reader No. 3.

To the Publishers of "The Written Question."

DEAR SIRS: I write to express my delight after reading "The Written Question." I am a minster convalescing in a hospital after a long and dreary illness. One of my nurses put this book in my hands two weeks ago, on the recommendation of one of the hospital doctors, who was enthusiastic over it. Not knowing the address of the author, I am taking the liberty to ask if you will forward this letter to him. I wish to thank him for writing this book. I have been touched by its pathos, instructed by its knowledge of human nature, and inspired by its high ideals. I can truly say that I have been made a better man by it. Not only has it helped to while away hours that might otherwise have been a dreary blank, but it has stimulated my mind and refreshed my spirit, fitting both for better service for God and man when I shall once more be permitted to resume my regular work. I am under deep obligation to the author. Very cordially yours,

TOLD BY THE BOOK ITSELF.

The first thing I can remember about myself was the coming together of some thoughts in the brain of the author of my being. I do not know just how long it took me to grow, but I suppose it was a sort of process that had been going on in the author for a good many years. Somehow I have a dim notion that it took me longer for me to be born than I am destined to live. But I am not so much interested in that as I am in the fact that I am in existence now as a book and as such have had some very interesting and even remarkable experiences.

It took the author over six months to make me. I don't believe the general public understands very well what a lot of work I cost him. Many a time he stayed up with me until 3 or 4 o'clock in the morning, "licking me into shape," as he said. I heard him say one night that he must get me finished as soon as possible, so he could sell me and make some money to pay some of his college debts.

Another time when there was a good deal of trouble and sickness in the author's family he wrote the funniest chapter in me because it came along just then. I don't know how he did it, and I don't think he does either.

As soon as I was finished I started on my travels. At first I felt rather proud to go to so many cities, and have my fare paid both ways, but when I found out that every time I was sent back to my maker it meant that some publisher had rejected me because he thought I would not sell well, I grew indignant. After all, book publishers are nothing by the side of authors. What is a cover design compared with a thought, or a stereotyped plate by the side of a climax in a love scene? The publisher—did he make me? He may sell me, but he could not make me.

After I had travelled back and forth across this country for nearly two years, I was at last bought by a publisher who put me into a new suit of clothes and then spread a rainbow-hued garment all over me, until I fairly blushed, sometimes for shame and sometimes for pride. And then I started on my travels again, and this time I went all over the country and even across the sea.

Many different people bought me—that is, my body; but no one could buy my soul. That belonged and always will belong to my author. Oh, and I must say the publisher paid a very small price for me. I felt so sorry for the author who made me at such cost of pain and travail.

I have fared in strange ways as I have fallen into different hands. Once a man in New York was reading me. He called himself a book reviewer and was paid by the publishers to tell the public what he thought of me. He said I was "unmitigated bosh," and then he threw me clear across the room into an open fire. I would have burnt to death, but just then the book reviewer was called out of the room and a servant who entered a moment later rescued me and took me down to the kitchen and read me there. I went from the cook to the iceman and they said they enjoyed me so much. I have never had much use for professional book critics since then.

Another time I was carried in a bag by a cowboy on horseback, and he read me lying on the ground by an open fire. My, but I was cold then! But when he got through with me he passed me on to another cowboy and he to another cowboy and he to another one, and at last I was all worn out, and one night a forest ranger tore me to pieces to start just such a campfire as I had been read by. Not many folks have such experiences as that.

Another time I was being held in the han's

of a woman who had buried her baby, and all of a sudden she bent her head over me and something hot and wet fell on me and I felt annoyed because she was soiling my pages; and then I began to see it was tears falling on me. But they were the kind that do people good. The next day while she was reading the funny chapter she laughed aloud, the first time she had laughed since her baby died—the kind that does you good. Isn't that funny? My author cried over that funny chapter, he was having so much trouble at the time. And other people laugh over it when they are in trouble. There are some queer things in this book world.

Once I was in a lighthouse with two men who used to fight for turns at me. They said they were sorry I was so short. Another time I went to a penitentiary, and I thought I never would get out again. I have been shut up in bookcases belonging to rich people who bought me because I was the fashion, but never read me, and I have been handled roughly by the dirty hands of men and women who didn't have much time to read; but I would much sooner be read to death than buried alive in libraries or left to lie in state on the tables of fashionable society.

I am beginning to wonder how long I have to live. A short time, I suppose. My author says the average of a book is about five years. But I wonder if that is all. How long shall I live in the mind of the cowboys or the heart of the woman who lost her baby? And I am sure the author will never forget me. He did his best—in spite of the critics. He came to love me deeply at the last; perhaps it was because I cost him so much. And at any rate Time will be the Judge, who calmly outlives all the book readers and book publishers and book reviewers, and sets his mark on the ephemeral and the immortal; and with old Time, kindest and truest and best of book critics, I am content to leave myself; and when he is ready, he may write on my last page, "Finis."

CLOSE IT OFF!

CLOSE IT OFF!

THE ONLY DEEDS THAT COUNT ARE
THE DEEDS THAT ARE DONE.

THE ONLY SALES THAT PAY OUT ARE
THE SALES THAT ARE CLOSED.

THE ONLY BUSINESS THAT SWELLS
THE BANK ACCOUNT IS THE BUSINESS
THAT IS FINISHED—CLINCHED—AND
MARKED "PAID" ON THE LEDGER.

WHAT'S PROMISED DOESN'T COUNT—
YET.

WHAT'S "IN LINE" DOESN'T PAY THE
RENT NOR FILL THE PAY ENVELOPE.

YOU ARE PAID FOR WHAT YOU FINISH,
NOT FOR WHAT YOU START.

CLOSE IT OFF!

FINISH!

—Business and The Bookkeeper.

STORE MANAGEMENT.

A SYSTEMATIC management of a retail store is one of the most essential attributes for eventual success, says Harry Davis in a special article written for *The American Stationer*. By the term "management" is meant the organization of a reliable system as also the cultivation of traits that go to make up those little requisites that attract and hold customers. Many managers have an idea that system involves intricate and elaborate details, which are hard to understand by those in the store, and difficult to keep a clear grasp of. Such system, it appears to them, takes up a great deal of time and managers think that it is difficult to apply when they care to bring it into practice. Paradoxical as it may seem to the retailer who is opposed to systematizing, a systematic store manager has a great deal more time to spare than the slipshod or devil-may-care fellow. It is system or organization that enables a manager to have time for the creation of new ideas. It is evident, of course, to the manager who has tried to gain the mastery of too much detail, that he has by such effort overlooked many things that would have been more essential and therefore more profitable. While it is true that a manager of a retail store must have a clear understanding of the details, it is not to his interest to attempt to carry out all those various details in person. Above all things it is false economy for a manager to do work which could as well be entrusted to a subordinate. The managers who score the greatest success are those who can utilize the well-directed efforts of others; thus conserving and maintaining that success already won. It is not good policy to follow the clerks around right through the day to watch the performance of such details. Cultivate the self-reliance of clerks and keep only efficient ones. A manager should be able to instill in the minds of those about him a vital interest in the work in which they are engaged. The manager must above all things command respect for himself.

CO-OPERATION WITH MANUFACTURERS AND JOBBER.

Aside from his duties in the interior of the store, the manager should work hand in hand with the manufacturers and jobbers whose goods are featured in the establishment. He should be a veritable promoter at all times so far as those goods contained in his stock are concerned. It is always the manager who sets the selling pace for his store. If a clerk loafs it is quite evident that he is either copying an unconcerned manager or imposing upon a chief who lacks executive ability. If a manager of the hustling sort is at work the clerks who surround him find his inspiration contagious and they try to emulate him. The influence of environment is a great and potent one; it can be seldom overcome. At all events the store is just what the manager makes it.

LET EVERY ONE STICK TO HIS WORK.

In a store where there are several employed, it is not good policy to let a good

clerk do the work of a stock boy. Many conscientious managers who have the interest of their store always at heart, often instruct a high-priced clerk to do this, that or another thing, though it can be done as well by a boy. A striving and ambitious clerk does not like to be brought down from that routine he considers compatible with his dignity as a salesman.

THE ART AND PHASES OF ADVERTISING.

Under the appropriation set aside for the advertising of a retail store comes an expenditure that must receive most careful consideration. The incidental advertising for such an establishment is somewhat of a study in itself, and upon which is depended to a great extent that medium of impression that prospective customers are to receive. In one way the progressive manager who has something to sell keeps his store well to the front in his line. There are numerous means that can be employed in the shape of folders, cards, circulars, letters, etc., and advertising space in the daily papers is of the greatest value when used with judgment and snap-pily written ads. are employed. If a manager advertises in one or two papers that circulate among the class of people to whom he caters, the benefits are bound to be manifold. The character and style of advertising is in most instances an index to the calibre and standing of a store. When a manager acts as an exploiter for goods in his store he should exert himself to have those employed co-operate and exercise every effort to explain and promote the goods advertised when customers put in an appearance in response to such advertisements. Advertisements attract new faces to a store, but it is for the manager and those about him to hold these new customers by showing every consideration.

THE BREAKING-IN OF A "GREEN" CLERK.

It is quite often true that a retail store manager has a new clerk whom he must break in. A little thought by the manager at such times should convince him that the green clerk, though he does not understand the accepted methods of the store, is making an honest effort to do the right thing and to comply with the regulations. When a manager is breaking in a green hand he must exercise patience. When a manager is patient, he is helping himself and should not lose sight of the fact that anything he does for the green clerk will eventually prove a good investment for the store.

The enthusiasm of an able and ambitious clerk can be easily blighted. It is a cultivated habit with some managers to impress the fact upon every man under them that they are still of little consequence. Such a policy is adhered to in an effort to restrain subordinates from getting too exalted an idea of their own importance, while, at the same time, managers who follow out such a custom are transforming ambitious young workers into discouraged clock watchers, who are tempted to "knock" and stab in the back.

THE EVILS OF BULLYING INSUBORDINATION.

A manager who takes it upon himself to act the part of a stern disciplinarian often has a small and unthinking mind. The best type of manager does not stand so much upon his dignity, and he will listen to a clerk who has a suggestion to make which may contribute to an improvement in business. Such a manager does not consider it a horrible offense if a clerk should make an occasional error. A manager of this kind relies no little upon the confidence of first class clerks, and the clerks, as a consequence, are more willing to admit their errors when they make them. The most successful store managers are the men with open minds on such questions. There is nothing to be gained in narrowness of view. Striving to keep a clerk in the background arouses his indignation and makes him bitter. A manager should put his shoulder to the wheel now and then.

A manager of a retail store should feel that there is no damage done if he occasionally buckles down to a little physical labor. A little effort behind his own counter will be most beneficial for him, because he will see in this way just what his clerks have to contend with. In addition to that he will find it an inspiration for new ideas. The fact that a manager puts his shoulder to the wheel himself now and then will arouse in his clerks a feeling of admiration that will breed a stronger loyalty.

THE KINDS OF MANAGERS.

The different types of store managers are so numerous that they cannot be classified, but there are some which are conspicuous. For example, the quiet and forceful men who get results without making a great fuss stand pre-eminent. It is not the manager who makes the most noise that is exerting the most efficient grasp over things in general.

If a manager does not work in accord with those who surround him, he must naturally face a falling-off in the sales of the store. A clerk who is continually pestered cannot be an efficient worker. Loyal and faithful service is a most valuable asset and only through harmony can it be had. A clerk to enjoy his work must take a pardonable pride in his efforts, and if his feelings are injured, or if he is continually insulted, the store itself will be a sufferer. Managers, like other people, often make mistakes, and it is surely to their advantage to admit now and then that they themselves are not infallible. There is no denying the influence of a cheerful, forceful, enthusiastic and intelligent manager. It is a manager chiefly, but with the assistance of those under him, who makes the success of the store. If a manager cannot get clerks to pull with him rather than against him, and if he does not learn the difference between right and wrong, he will find his store gradually settling itself into a rut. Therefore, it is the brainy, cheerful and wide-awake manager who fares the best in the struggle for success and holds what he gains from day to day. Success is an elusive thing, and it is much easier to attain by thoughtful and careful management.

FOR THE MAN BEHIND THE COUNTER.

DON'T be satisfied with taking an order for the book asked for, but use the opportunity to suggest others to your customer.

Every attention or courtesy that you give your customer makes you more popular in society and increases your value to our employer.

Every customer that you make for the business enhances your value in the business world and means dollars to your salary.

If you want to get a boost in your salary and make the boss sit up and take notice and really know that you are about, think and plan how to keep the cashier from falling asleep at the switch by keeping him at his job of piling up the coin in the cash box.

Every customer whose appreciation you gain by your courtesy and sense makes you of more value to the house.

Read the book reviews in the daily papers and thus get pointers on the doings in the book world.

Read *THE PUBLISHERS' WEEKLY* to know about the new books and the doings of the trade.

Do a little more than is expected of you.

It's better for your character to earn twice the salary paid you than to receive double what you are paid to do.

Don't envy the man who is satisfied to simply draw a salary, even if he receives more in his pay envelope than you do; be patient, and you will live to see his wages shrink to the size of his real worth.

Use every means obtainable to make you more proficient in your business.—From *Successful Selling for the Retail Book Salesman*, the house organ of the Vir Publishing Company.

ISAAC PITMAN & SONS MOVE.

If growth is a true indicator of a business man's success, the business of Isaac Pitman & Sons has been and is remarkably successful, for the New York offices will be removed on May 1 to greatly enlarged quarters in the new Putnam Building, a striking demonstration of the development of this business during the past twenty years.

In 1890 Clarence A. Pitman came to America and opened a New York office for the London firm in a small room at No. 3 East 14th Street. The business grew so rapidly, however, that in November, 1893, it was found necessary to remove to larger quarters in the Decker Building, at 33 Union Square. Here, again, the increase in the volume of business was marked, and in February, 1903, space in the new building of the Bank of the Metropolis, on the northwest corner of Broadway and 16th Street, was secured. These premises afforded about three times the space previously occupied, and it was thought that a permanent location had been found. But, during the past eight years, the increasing popularity of the Isaac Pitman system has been so great that now it

is necessary to seek not only more room, but a location more in conformity with the northward movement of business in New York.

Accordingly, the first day of May will see the removal of this business to the new building just completed for G. P. Putnam's Sons, at 2, 4 and 6 West 45th Street, a location in the heart of the upper Fifth Avenue business section, and readily accessible to subway, elevated roads and the principal surface lines. The building itself is of modern steel construction and is exceptionally light.

The offices of Isaac Pitman & Sons will be located on the twelfth floor, and will occupy the front of the building. Those who know the firm realize that its success has been largely due to the indefatigable efforts of its manager, Clarence A. Pitman, who has kept the publications of the firm he represents before the public in a way to insure recognition.

BOOKBINDERS' UNION POLITICS.

THE International Brotherhood of Bookbinders, which has its headquarters in Indianapolis, asked Supreme Court Justice Newburger, of New York State, Monday to dissolve Locals 1, 11 and 22 of Greater New York, the charters of which have been revoked. Counsel for the international body said that the three unions have failed to file an accounting for three years and that \$15,000 of funds have been withdrawn from banks. The unions are declared to be now nothing more than non-union organizations, since they have lost their charters.

The three unions opposed the motion on the allegation that they are the victims of the spite of the international body because the local delegates opposed the successful candidate for president last year. The court reserved decision.

THE BAKER & TAYLOR CO.'S BEST SELLERS.

ACCORDING to the Baker & Taylor Co.'s bulletin, the ten most popular books (fiction) of February arranged in the order of their sales were:

The Rosary. Florence L. Barclay. (Putnam.) Net, \$1.35.

Molly Make-Believe. Eleanor Hallowell Abbott. (Century Co.) Net, \$1.

The Mistress of Shentone. Florence L. Barclay. (Putnam.) Net, \$1.35.

The Root of Evil. Thomas Dixon. (Doubleday, P.) Net, \$1.20.

The Phantom of the Opera. Gaston Leroux. (Bobbs-Merrill.) Net, \$1.25.

Mary Cary. Kate Langley Boscher. (Harper.) Net, \$1.

The Bolted Door. George Gibbs. (Appleton.) Net, \$1.25.

Berenice. E. Phillips Oppenheim. (Little, Brown.) Net, \$1.25.

The Broad Highway. Jeffrey Farnol. (Little, Brown.) Net, \$1.35.

One Way Out. William Carleton. (Small, Maynard.) Net, \$1.20.

TRADE ASSOCIATIONS.

THE STATIONERS' BOARD OF TRADE.

THE complete list of invited guests for the annual banquet of The Stationers' Board of Trade, Tuesday evening next, at the Hotel Plaza, New York City, is as follows: Rev. Nehemiah Boynton, rector Clinton Avenue Congregational Church, of Brooklyn; George A. Post, president Railroad Business Association; Melvin E. State, manager of Associated Press; George McAneny, president Borough of Manhattan; J. Clyde Oswald, publisher *American Printer*; Charles E. Falconer, president of the National Association of Stationers and Manufacturers; Charles T. Dillingham, ex-president of the Board; Hon. Mayor H. Otto Wittpenn, of Jersey City; Fletcher B. Gibbs, president of Chicago Stationers' Association; and Charles A. Lent, president of the Stationers' Association of New York. Most of these gentlemen will speak. Governor Woodrow Wilson is also expected to be present and to speak.

Immediate application for tickets should be made of the Stationers' Board of Trade, 99 Nassau Street, so as to give the committee ample time to arrange for the seating of those who will attend.

BOOKSELLERS' LEAGUE.

THE BOOKSELLERS' LEAGUE held an unusually well attended Annual Meeting in the rooms of the Aldine Association on Wednesday night last. The guest of the evening was Montagué Glass, the author of the "Potash and Perlmutter," who entertained the League with some Jewish character stories in inimitable dialect.

The election of officers resulted in the election of B. W. Huebsch, long an enthusiastic member of the League, to the presidency, Mr. Chapman resigning to him, during the course of the evening, the chair which he has filled so successfully and satisfactorily during the year past.

The ballot for six members of the Board of Managers, to take the places of those whose terms expire this year, resulted in the election of Charles A. Burkhardt, E. O. Chapman, A. Wessels, T. E. Schulte, F. H. Revell, Jr., and R. E. Sherwood.

Previous to the election the Board of Managers presented the following report of the League's work during the year past:

To the Members of The Booksellers' League.

THE Board of Managers offer for your consideration a report of the condition of the League at the end of this our sixteenth year. It will please you to learn that the League is stronger than ever, both financially and in point of membership. At the time of our last annual meeting our membership numbered 227 in good standing. Since then we have made a net gain of sixteen, making a total of 243 members at the present time. There is still room for a few candidates who may wish to share in our social gatherings, as our caterer informs us he can provide for double our present attendance, provided of course that the members will signify beforehand their intention of coming to the dinner.

The report of the treasurer for the year 1910-1911 is as follows:

RECEIPTS.	
Cash on hand February 1, 1910..	\$388.89
Received for dues.....	982.50
Received for dinner tickets sold..	58.00
Received from the Employment Bureau.....	12.00
	<hr/> \$1,441.39
DISBURSEMENTS.	
For five monthly dinners.....	\$817.28
Printing, stationery and miscellaneous.....	107.80
	<hr/> \$925.80
Cash on hand February 1, 1911..	516.31
	<hr/> \$1,441.39

Our Employment Bureau, under the management of Charles E. Bonnell, is still doing good work. Fifty-three applications for situations were received, and twenty-three calls from the trade for help. As usual we are unable to state exactly how many vacancies were filled through our Employment Bureau, because the successful ones generally fail to report to the manager.

We have at work a number of committees, such as the Entertainment, Finance, Publicity, Printing, Reception and Membership. The reports of the work of the various committees are made regularly at the meetings of the Board of Managers, where the many details connected with the work of the League are thrashed out. To tell here the work of all the committees would make a too lengthy report, and to those members who have attended all the dinners it may seem unnecessary even to include in this report the work of the Entertainment Committee; but your board has always felt that this committee deserved special mention here, not only because it is the hardest working committee in the League, but because this annual report is the only minute of the League made public, and we want the men in the trade to know what they are missing by not being members. The burden of preparation for our dinners in the past year has been upon Mr. Wessels, as chairman of the Entertainment Committee.

SYNOPSIS OF DINNERS.

The first of our dinners following the last annual meeting was held on April 20, at which our guests were Bolton Hall, author of "Three Acres and Liberty," who told how much could be done with little land and opened our eyes to the immense opportunities for the production of the soil in this State alone, convincing us that the excuse for the high cost of living was alone "groundless." Morris Hilquit, author of "History of Socialism in the United States," told something of the meaning of socialism, and Joseph Lincoln Steffens, author of "The Struggle for Self Government," gave an interesting talk on good government.

Our next dinner was in May, and, as usual, was held in conjunction with the annual dinner of the American Booksellers' Association. Judging from the attendance at this dinner nearly every member of the League must have been present, and as a complete report of this dinner has been published broadcast in the trade it is needless to repeat now the proceedings.

After a recess of four months the League resumed its series of dinners on October 19. Our guests for that evening were Dr. Woods Hutchinson, author of "Conquest of Consumption," who, speaking amusingly of certain deterrents of good health, particularly of the effect on man of a certain kind of "bait" used so much on fishing trips. Reginald Wright Kaufman, author of "House of Bondage," described some of his experiences amongst a certain element of people in this and other large cities, and from his experiences he stated that there never was any evidence of an organized white slave traffic. Gustavus Myers, the author of "History of Great American Fortunes," told us of amazing methods by which some great fortunes were made, pointing out how fortunes should not be made.

At the November dinner our guests were Frederic C. Howe, author of "Privilege and Democracy in America," who talked interestingly on the government of cities; Will Irwin, who spoke on yellow journalism; and Samuel Parsons, Jr., the landscape architect of the New York Department of Parks, who instilled in us considerable pride in our city parks. At the January dinner our guests were the Rev. S. Hall Young, who lived in Alaska about thirty years ago, whose theme was the "Men of Alaska;" and Professor J. H. Cuntz, who was one of the Browne-Park Mt. McKinley Expedition, who showed with the stereopticon many beautiful pictures of Mt. McKinley and surrounding country.

The year was closed with a "Ladies' Night" on February 15, which was a record breaker in point of attendance. For the first time we had on this occasion a lady author as guest. Miss Edith Kellogg Dunton, famous through her "Betty Wales" books, gave some very amusing experiences as author, reviewer and seller of books. Jesse Lynch Williams read an amusing chapter from his recent book, "The Married Life of the Frederick Carrolls." George Gibbs and Wallace Irwin were also present.

"The members of your Board of Managers are glad to devote considerable time and thought to further the work of the League and make every effort to increase the benefits of the League for its members, but the members of the League should not think it merely as a dining club; the Board cordially invites suggestions from all members to further the League work in every direction. The work of the Entertainment Committee is particularly exacting, and the members of the League undoubtedly can, from time to time, make suggestions to this committee which will not only lighten the labor of the committee, but give variety to the character of the entertainments.

" Respectfully submitted,
"A. G. SEILER, *Secretary.*"

"Advertising is a *force* or a *farce*, according to the way it's done. Some advertisers try to kill a fly with a cannon ball. Others try to drive an iron girder with a tack hammer."

COMMUNICATIONS.

SUBSCRIPTION BOOKS AND THE BOOK-SELLER.

NEW YORK, March 16, 1911.

To the Editor of *The Publishers' Weekly*.

DEAR SIR: We enclose herewith a copy of a letter which we are sending to Mr. Traver, of Trenton, and which we would ask that you kindly publish in this week's issue of *THE PUBLISHERS' WEEKLY*.

Yours very truly,
THE MACMILLAN COMPANY.

Mr. Clayton L. Traver, Trenton, N. J.

DEAR SIR: The publication in the current issue of *THE PUBLISHERS' WEEKLY* of two of our letters addressed to you concerning the discount on Monroe's "Cyclopedia of Education" has come to our attention. The letters were confidential communications to you, and not intended to serve the purpose of any exploitation of our methods of selling subscription books.

The correspondence as presented tends to convey the impression that we have radically departed from the accustomed mode of handling works of the character of Monroe's "Cyclopedia of Education." In order, therefore, that those of the trade not thoroughly familiar with the situation may understand that our attitude is not in any way a departure from the long established procedure in the marketing of books of this character on the part of the large publishers, we desire to make the following statement:

Nearly all of the large publishers have for years sold books of the character of Monroe's "Cyclopedia of Education" exclusively by subscription methods, allowing no discount whatever to the trade. We did, until within the last few months, accord liberal discounts to the general trade without regard to any special efforts on their part in marketing these works. Recently, however, we adopted the plan of selling by subscription methods exclusively, certain of our more expensive sets of books of a nature that renders their sale impracticable through the general bookseller, and in the future purpose to confine the sale of the following subscription works to our Subscription Department, and exclusively by subscription methods:

Allbutt and Rolleston. System of Medicine.
Grove. Dictionary of Music.
Bailey. Cyclopedia of Agriculture.
Bailey. Cyclopedia of Horticulture.
Monroe. Cyclopedia of Education.
Galabin. Practice of Midwifery.

Our sole motive for taking these works out of the hands of the booksellers was to increase the sale. We found it practically impossible to secure through the bookseller and the regular trade channels a satisfactory sale for the books of the character of those mentioned above, largely due, we think, to the fact that the average bookseller is not in position to canvass these works, and, after all, that is the only adequate means to secure proper results.

Those who are conversant with subscription methods of selling books will under-

stand that we could not successfully sell these books through subscription agents if we were to permit the bookseller to continue handling them on the usual trade basis, as no reliable book agent would devote his exclusive time to the canvassing and sale of a work that could be had through the bookseller. Nevertheless, if a bookseller can prove to us that he is in position to work these subscription sets, that is, to canvass them, we are ready to offer him even more favorable rates than allowed to the agent devoting his exclusive time to the sale of them.

Certainly in the light of the above statement of facts no fair member of the trade will criticise us for our action. The publication of these works represents no inconsiderable outlay. We were convinced that there existed a large demand for them, or of course should not have undertaken their publication. The fact that the general sale of all of the above mentioned works, except the Monroe cyclopedia (which has never been offered through the trade) increased over 50 per cent the first thirty days after we commenced to sell them by subscription methods, proves conclusively in our minds that we were not securing existing business for them.

Yours very truly,

THE MACMILLAN COMPANY,

(Signed) A. SAGE SWANSON, *Sales Mgr.*

SUBSCRIPTION PRICE VS. TRADE PRICE.

BOSTON, MASS., March 14, 1911.

To the Editor of The Publishers' Weekly.

DEAR SIR: I have before me your issue of March 11, with the article "Subscription Price vs. Trade Price." This is a subject which has been brought to my notice in a number of instances, and I take the liberty of making some extracts from letters recently written upon the subject. The replies are largely in duplication of the reply to Mr. Travers' letter, consequently I will not waste your space by reproducing them.

I had hoped that this matter could be threshed out with the booksellers at our convention in May, and possibly those houses who are dealing with books for the regular trade on one basis, and for the subscription trade on another, could be convinced that it might possibly be more advantageous to recognize the regular bookseller with as much liberality as the subscription dealer.

EXTRACTS.

"You remember that I have always objected to the subscription book business as conducted. Your subscription books, so called, have frequently been offered to us with the magnificent and liberal discount of 25%, when the actual cost of selling the book has been from 25% to 30%, and as libraries receive a discount of 10%, the result has been a dead loss on the sales of all your subscription books.

"Every little while we are notified by you that even this magnificent discount has been curtailed. I forget whether the present liberal discount is 5% or 10%. This attitude of yours has cost you a considerable sum in the way of loss of sales with the small and still vanishing "Old Guard" of retail booksellers.

"It has occurred to me lately, not only because of the complaints which I hear on all sides on this attitude on the part of your house, but because of my own position in reference to net books with a living profit and protected by copyright. You, of course, are as well aware of the fact as I am, that it is perfectly possible to protect the sale of a copyrighted book exactly as easily as it is to protect the sale of a patented or trademarked article. You have presumably found out that you can do this very thing with books which you sell by the subscription method, so called. It would seem to go without saying that if the contract can be enforced in one direction, it also can be in another, namely, with the booktrade.

"Upon mature deliberation, I think that you will agree with me that there is no earthly reason why the two possible channels of output cannot be utilized in exactly the same way that is used by the contract with one, and on practically the same terms. If there should be any discrimination, the man who puts his capital in your publications as a whole pays excessive store rents and makes a large outlay for clerical work, should have a discount in his favor as against the other element of output.

"It does seem to me that the time has come when this matter should receive serious consideration on the part of the publishers and booksellers alike. I have no objection whatever to the selling of books from door to door for those people who like to buy in that way. I do have a decided dislike for not having the same privilege in selling from my own establishment, especially when I realize the millions of dollars' worth of the book publishers' product, which I have personally, and with the assistance of my various employees, marketed since I have been in business."

The reply to this was one of the same general tenor as the response to Mr. Travers' letter in your issue of March 11.

The following are extracts from my reply:

"The booktrade should be treated with as much consideration as subscription agents. If there is money in doing business, the subscription agent will be just as anxious to make that money as he now is; more so, if he knows that he cannot be undersold by the bookseller. There are men enough who will buy of an agent irrespective of any arguments to the contrary.

"Personally I have reason to believe, in fact I know, that it has prevented a great many men from buying, because they have disliked having their homes and offices invaded, and have condemned, in no uncertain tone, the practice of publishing books which people like themselves cannot find where they should, and that is in a bookstore.

"With a contract, maintenance of price, and a living profit, there will gradually be built up a business through booksellers, as was once the case. Enforcement of the contract and the allowance of a living profit are two mighty important factors in any business where the protection of price is enforced by the producer.

"The extra sales which you claim consequent upon freezing out the booksellers still farther, and the natural increase which would come in consequence of the sales made to the subscription dealer, laying in a preliminary stock to work on does not cut any ice whatever in the general consideration of the subject.

"That is, the possibility as to total sales over a period of several years and sales equally by dealers and subscription men, there is no doubt but that your yearly output on these books would be immeasurably increased.

If the canvasser or subscription bookman is the "whole show" in the estimation of the publishers, then why does not the publisher confine his efforts on all publications to sale by the subscription method?

"You will see that your letter was not in the least convincing, and did not, so far as I can see, answer mine, nor in any way alter the situation. The booktrade has always been more or less antagonistic to those publishers who allow the subscription agent facilities not accorded the bookseller, and they have been more especially incensed because of the mendacity and general unreliability of so large a percentage of the canvassers, even if the general agents have been in many cases perfectly reliable."

Yours very truly,
W. B. CLARKE.

OBITUARY NOTES. GEORGE H. RICHMOND.

GEORGE HERBERT RICHMOND, son of the late George H. Richmond, died on March 9, at his home, 20 Washington Terrace, East Orange, N. J., in the 37th year of his age. The funeral took place on Saturday, the 11th, and was largely attended by friends both in and out of the trade.

Mr. Richmond conducted the business left by his father during a trying period in the history of the rare book business, including the dark days of the panic. He had been frequently warned by his physician that it was absolutely necessary to take an extended rest, but impressed by a deep sense of responsibility refused to do so until nature could stand no more, and he was compelled to take to his bed. He died four weeks later.

Mr. Richmond was a veteran of the 23d Regiment, N. G. S. N. Y., and was at the end of his enlistment honorably discharged with a perfect record.

DR. HENRY PICKERING BOWDITCH, a well known physiologist, and formerly professor at the Harvard Medical School, died at his home in Jamaica Plains, Mass., Monday, at the age of seventy-one. Dr. Bowditch served in the Civil War, retiring with the rank of major. He published many papers on physiological subjects, and was an international authority in his special field. He was well known in medical circles in France and Germany, where, for several years, he had studied physiology. In 1871 he married Miss Selma Knauth, of Leipzig. He was a member of many learned societies, and, besides

professional papers, was the author of "Hints for Teachers of Physiology," 1889; "Composite Photographs," 1894; "Advancement of Medicine by Research," 1896.

JAMES CALDWELL WITTER, senior partner of the firm of Witter & Kintner, died recently of pneumonia in Dr. Bull's sanitarium in New York City. Mr. Witter was educated at Oberlin College, and has been a publisher in New York, mainly along educational lines, for sixteen years. Through his publications and personal endeavors the movement was started in Brooklyn for the resurrection of "The Old Stone House at Gowanus" and the purchase by the city of a plot to be used as a memorial park. By birth and spirit Mr. Witter was a westerner, his grandfather having been one of the founders of the ill-fated American colony on Topolobampo Bay in Lower California. Coming to New York two decades ago he started *Art Education*, a magazine, and did much pioneer work in this field. He was also interested in a number of inventions.

DAVID BANKS, law publisher, who suffered a paralytic stroke about three weeks ago, died Saturday last at his home, 35 E. 72d Street, New York City, of heart disease, at the age of 83 years. Mr. Banks was the son of David Banks, one of the founders of the firm of Gould & Banks, publishers of law books. Later the firm name was changed to the Banks Law Publishing Company. Of this company Mr. Banks was president. Mr. Banks was an enthusiastic yachtsman, a well known member of a number of metropolitan clubs, and a director in various financial institutions.

ELLIOT STOCK, the well-known English publisher, is dead.

PERSONAL NOTES.

MISS STELLA A. COOKE, who has been with A. C. McClurg & Company, Chicago, for many years, has gone with Spaulding & Company in their stationery department.

SIR FRANK NEWNES, governing director of the house of George Newnes, that publishes the *Strand Magazine*, the *Wide World Magazine*, *Tid-Bits* and many other publications, was a guest of the New York Press Club at luncheon March 14. Sir Frank told incidents in his father's life that led to the founding of his magazines, and explained how he came to introduce low-priced, popular publications to the British public. Sir Frank was specially interested in American postal rates because of the large circulation in this country of some of his magazines.

It is interesting to note, in connection with the opening of the new Putnam store in 45th Street, New York City, that F. D. Lacy, able lieutenant of Irving Putnam in the management of the Retail Department, is completing this month the 25th year of his connection with Putnams. Other veterans among the Putnam staff are R. B. G. Wilkie, of the Retail Medical Department, who has been with the house 26 years; C. E. Savage, manager of the Publishing Department, who

counts 28 years of service, and E. J. Atkins, cashier, who has been a member of the staff for 36 years. The autumn of the present year will round out the 25th year for T. J. Smith, of the Trade Department. The dean of the establishment is Theodore Hallett, who entered the employ of George P. Putnam in May, 1851, and therefore is now finishing his 60th year. Of the Putnams themselves, George Haven Putnam and John Bishop Putnam count 46 and 44 years, respectively, of business life, and Irving Putnam has just completed his 40th year.

NOTES ON AUTHORS.

ON March 9, in New York City, Suemas Macmanus, writer of Irish stories, was married to Miss Catalina V. Paez, a granddaughter of Gen. José Paez, the liberator and first president of Venezuela.

IN the final appraisal of the estate of Mrs. Mary Baker Glover Eddy, founder of the Christian Science denomination, the copyrights of her various books are valued at \$1,400,000. The total value of the estate is given as \$2,760,000.

CONSIDERABLE curiosity has been excited as to who was the author of the clever "Letters from G. G.," which first ran in the *American Magazine* and then were published as a book by Henry Holt & Company, and in the latter form are already in a second edition. One critic after another, and many readers of the magazine, considered that they were written by a man—in many instances because they believed that no woman would make them so frankly feminine and that no woman would know a woman so well. Will Irwin and Basil King were among the people suspected of being the authors, but now it is revealed that they are the work of Miss Grace Hall, a sister of Miss Gertrude Hall, author of "The Unknown Quantity" and other novels, and the translator into English of the published play of "Chantecler."

THE English *Book Monthly* has an interesting note on Francis Sedláč, whose "Holiday with a Hegelian" has just been published by A. C. Fifield. A man of unusual childhood, largely self-educated but of great philosophical ability, he lives the life of a peasant-philosopher in a little cottage built with his own hands on the Cotswold Hills. For twelve years he has earned a living as a farm hand, studying deeply meanwhile Hegel's abstrusities. Physically he is a giant, in the prime of life, and his temperament is frank and childlike. His "Holiday," an unusual, able bit of philosophical prose, is the first fruit of his study; his only hope is that its sale will be sufficient to enable him to publish a translation of Hegel's "Science of Logic."

LITERARY AND TRADE NOTES.

THE H. M. CALDWELL COMPANY are the American agents for the Mite Bible and Lectern, published by David Bryce & Sons, of Glasgow, and noted in a recent issue of THE PUBLISHERS' WEEKLY.

A SANE and impartial study of Christian Science and other cults of mental healing is contained in "The Sense and Nonsense of Christian Science," by Leon C. Prince, published this week by Richard G. Badger. The author is professor of history and economics at Dickinson College.

HARPER & BROTHERS announce that they are publishing two new books this week: "Glamourie," a novel by William Samuel Johnson, and "The Making of a Fortune," a novelette by Harriet Prescott Spofford. The same firm is also publishing this week "Life's Little Ironies" in the new thin-paper edition of Thomas Hardy's novels.

FROM Little, Brown & Company comes "A False Equation, the Problem of the Great Trust," by Melville M. Bigelow, a work on education, considered on its most difficult side, the duty of the state to carry out the trust charged upon it to establish and maintain equality as far as that is practicable in the government of men.

BAKER & TAYLOR COMPANY have ready "A Paradise in Portugal," by Mark Sale, which tells how the woman who purports to write the book, and her husband, the philosopher, settled down in a little Portuguese town, where they learned much of the people and country, discussed books and art and other delightful things, all of which are duly set down.

JACK LONDON's new book, "Adventure," is just issued by the Macmillan Company. The scene of the story is one of the South Sea Islands, where an American girl who wishes to become a planter is shipwrecked; she finds the only other white inhabitant an Englishman, ill and practically in a state of siege by the natives. From this exciting beginning a tale full of incident and danger is evolved.

D. APPLETON & COMPANY will publish next week: "The Bramble Bush," by Caroline Fuller; "The Obvious Orient," by Professor Albert Bushnell Hart, the author of "The Southern South," "Property Insurance," by Professor Solomon S. Huebner, of the University of Pennsylvania; and the new and enlarged edition of "Extinct Monsters and Creatures of Other Days," by Rev. H. N. Hutchinson, which will be fully illustrated.

J. B. LIPPINCOTT COMPANY published this week one of the most important and interesting books of the year. It is the reminiscences of Carmen Sylva, Her Majesty Queen Elisabeth of Roumania, and is entitled "From Memory's Shrine." In the preface of this remarkable book her majesty writes: "I am about to throw open the sanctuary I have so long jealously guarded from the world—a private chapel within whose niches my memories are enshrined."

DOUBLEDAY, PAGE & COMPANY announce the publication this week of "Joyce of the North Woods," by Harriet T. Comstock, a problem study with a big woods setting; "Account Rendered," by E. F. Benson, another example of his wonderful skill in character analysis; and a new edition of "Potash

and Perlmutter," by Montague Glass, the collection of the short stories which has made such a tremendous vogue in the *Saturday Evening Post*. Each of these books is sold at a retail price of \$1.20.

DODD, MEAD & COMPANY published on March 17 the following books: "The Cat-paw," a detective story by William Hamilton Osborne; "Sheila Vedder," a sequel to "Jan Vedder's Wife," by Amelia E. Barr; "The Patient Observer," essays by Simeon Strunsky; and also new editions of the following plays of Maurice Maeterlinck: "Pelléas and Melisande," "Princess Maleine," and "The Intruder." By the purchase of these plays from Duffield & Company, Dodd, Mead & Company are able to offer the complete works of Maeterlinck in 13 volumes.

CASSELL & COMPANY have among their spring fiction sent too late to be included in the list "A Kingdom of Dreams," by J. J. Bell, author of "Wee Macgregor;" "The Brown Mask," by Percy Brebner, author of "The Princess Maritza;" "Twin Sisters," by Richard Marsh; and "A Honeymoon in Hiding," by Mrs. George de Horne Vaizey, whose "Question of Marriage" is being much discussed in England. In non-fiction may be mentioned "Wild Flowers as They Grow," photographed in color direct from nature, by E. Essenhugh Corke, with descriptive text; and volume 2 of "One Hundred Popular Pictures."

E. P. POWELL's "How to Live in the Country," which the Outing Publishing Co. publish, is a book written from the author's own experience in combining happiness and profit in country living. The country home with which he deals is a small one, but his directions show how a large life may be lived on a small acreage. The garden, the orchard, the lawn, the house, the stables, the animal life—good and otherwise, that surrounds the country home all receive their due share of attention. The country-dweller could take no better guide than Mr. Powell for the road to pleasure and success in the creation of the country home. The book is illustrated from photographs and has a foreword by N. O. Nelson.

THE distinguished author of "A Spiritual Retreat," "The Perfection of Man by Charity," etc., has written a new book dealing with religious and spiritual life, but not in such a way as to be of service only to priests and religious. Like his "Spiritual Instructions on the Religious Life," it is a book "to give light and assistance to every serious and sincere Christian." The eighteen chapters of the book deal with many phases of development in religious life. Father Buckler treats his topics thoughtfully and interestingly. The titles of a few of the chapters give some indication of the trend of thought: Earnestness in Spiritual Life, Impediments to Progress, the Spirit of Our State, the Divine Model of Obedience, the Governance of the Holy Ghost, etc.

GEORGE W. JACOBS & COMPANY publish a volume that should be a help to all those in-

terested in china, especially to those who have but slight knowledge, the "A B C of Old English China," by J. F. Blacker, well known as an authority on old china and pottery. The book is written in a simple manner, with the idea of making it very clear to the novice; and it is made still more clear by the many half-tone and text illustrations (200 in all). It should be a helpful book to all persons possessing any specimens of old china that they desire to identify, or to the man or woman who is just starting a collection and needs advice and authoritative judgment. Mr. Blacker's "A B C of Old English Pottery," which appeared last year, was a marked success.

G. P. PUTNAM'S SONS will bring out shortly "The Little Cities of Italy," a translation of A. Maurel's delightful book. Through the country of Tuscany and Venice the author has wandered from town to town, painting in vivid colors his impressions of their historical and artistic aspects. Stant D. Kirkham's "East and West," a volume of vivid descriptions of some of the most beautiful sections of our country, is also to be published by this firm, as are also "The Wilderness Trail," by Charles Hanna, a book of information regarding the Pennsylvania traders on the Alleghany Path; and "The Book of Decorative Furniture," by Edwin Foley. The seventy-third edition, revised and brought up to date, of Burke's "Peerage, Baronetage, and Knightage" has already appeared, while the twenty-fifth edition of Haydn's "Dictionary of Dates" will be published soon.

FROM Moffat, Yard & Company we have received William Winter's "Gray Days and Gold," which is uniform with his "Shakespeare's England," and contains the author's account of his wanderings in the haunts of Moore, Byron, Dr. Johnson, and other literary giants; much of the work is here collected for the first time, and all of it has been rewritten for this new edition; and "The History of Parliamentary Taxation in England," by Shepard A. Morgan; the work covers the period in English history up to 1680, the year of the enactment of the Bill of Rights, tracing the growth of the power to lay taxes, as developed in the Saxon Witenagemot, the English National Council, the two Houses of Parliament, and finally in the House of Commons. The book is published for the Department of Political Science, Williams College.

AN attractive and worth-while book just announced for publication from L. C. Page & Company's list is "Old Country Inns of England," by Henry P. Haskell and Edward J. Gregory, which treats in new and exhaustive way of the inns of England. The hostleries are classified according to the nature of their origin; the origin of some famous and frequent signs, as the White Hart, is discussed; modern developments of the hostelry system are traced. Accurate descriptions are given both of the unknown and more famous old inns and wayside houses of England. Interesting historical facts, odd bits of legendary lore and tales of old days of "merrie

England" are included. The book is not intended primarily as a guide for motorists, but will serve admirably for this purpose—especially to the motor traveller who would seek out the "unbeaten path."

GEORGE H. DORAN COMPANY have among their spring books Sir Robert Anderson's "The Lighter Side of My Official Life," recollections of his associations with the Secret Service Department, the Home Office and Scotland Yard, and of the famous cases with which he was connected; "The Commonsense Collector," by Frank Frankfort Moore, a handbook of hints on the collection and the housing of antique furniture, intended for the collector with moderate means, showing how it is possible to get together a houseful of perfectly genuine old furniture at a small expense; and "A Hero of the Sea," by J. E. Patterson, who writes the biography of Lieut. John C. Williams, life-saver, a man whose services to humanity on the coast of England and Wales have won him an international reputation, and recently brought him the award from France of the cross of first-class merit of the Chevalier du Devoir.

"LABRADOR: ITS DISCOVERY, EXPLORATION AND DEVELOPMENT," by W. G. Gosling, is published this week by John Lane Company. A special chapter is devoted to the fisheries international dispute, recently settled by arbitration. The book was undertaken by the suggestion of Dr. Grenfell, whose missionary and humanitarian labors on the Labrador coast have aroused a generous response in this country. The book is illustrated from photographs and reproductions of a series of old maps. Bernard Shaw's "The Common Sense of Municipal Trading," with a new eight-page preface, is published this week by the same house. Hugh De Selincourt publishes a new novel this week under the title "A Fair House," choosing for his theme a story of love and confidence between father and daughter. Also a humorous story by F. J. Randall, author of "Love and the Ironmonger," under the title "The Bermondsey Twin," a comedy of errors in the author's diverting style; and a new volume in the *Handbooks of Practical Gardening Series*, "The Book of Roses," written by Louis Durand and illustrated from photographs of famous varieties.

CHARLES SCRIBNER'S SONS publish in May the most important work on American military history that has appeared in a long time and one of special significance at just this time. It is called "The Revolutionary War and the Military Policy of the United States," and the author is General Francis Vinton Greene, who has given many years of labor to the work. His purpose is a double one—first, to trace from the military point of view the history of the War of Independence and then to show how Washington and his experienced officers, with a nucleus of trained soldiers about which was organized a large army of volunteers, inaugurated a permanent military policy for this country, based on the principle of maintaining a small disciplined

standing force as the core of a great volunteer army. General Greene's ultimate purpose is to write a complete history of the American army as illustrating this definite military policy; and this book, though in itself a complete work, is to be first in a series of three, the second to deal with the Mexican, Spanish and other minor wars, and the third with the Civil War alone.

E. P. DUTTON & COMPANY have sent us the following books this week: "Two Impostors and Tinker," by Dorothea Conyers, which tells how once upon a time a sporting English millionaire went off to shoot big game in Africa, and while he was away a letter offering him the mastership of the Mullenboden hounds fell into the hands of his young cousin and namesake, who happened to be rather hard up. The boy impersonates his cousin with the help of his sister, making the two impostors of the title, Tinker being a rat-catching terrier who adds much to the gaiety of nations; David W. Bone's sea-story, "The Brassboulder," has been described as the swan-song of the sailing-ship; the author has made his own illustrations for his story; Ernest Protheroe's "New Illustrated Natural History of the World" is an unusually complete single-volume natural history, in which the classification is scientific, but not overburdened with poly-syllabic Latin and Greek names; the work is profusely illustrated, many of the pictures being in color; and "The Feeding of Crops and Stock," by A. D. Hall, a book providing a general introduction to the science of the nutrition of the plant and the animal.

BUSINESS NOTES.

CHARLOTTE, N. C.—The Stone & Barringer Co. are asking extensions on all accounts over \$40, payable in four equal instalments: May 15, October 15, January 15, 1912, and May 15, 1913.

LONDON, ENGLAND.—The Encyclopædia Britannica Co., Ltd., (formerly Hooper & Jackson, Ltd.,) have, pursuant to Section 16 of the Companies Act, 1900, registered a debenture dated January 11, 1911, to secure £35,000, charged on the company's undertaking and property, present and future, including uncalled capital. Holders—W. Langdon, Holborn-circus, E.C., and A. J. Daye, 2 Princes Street, E.C.

NEW YORK CITY.—At the receivers' sale of the assets of Bonnell, Silver & Co., on the 15th inst., the stock of books consisting of approximately 4000 volumes were offered *en bloc* and sold to Charles P. Everitt.

AUCTION SALES.

MARCH 20, 21, 2:30 P.M.—Lincolnia, collection of eulogies on Abraham Lincoln, rare American history, early broadsides, atlases, maps, bookplates, etc., from the assigned estate of Charles Steigerwalt, of Lancaster, Pa., and from other sources, State, town and county histories, genealogies, Revolu-

tionary history, etc. (No. 1027, 777 lots.)—*Stan V. Henkels*. (Samuel T. Freeman & Co.)

MARCH 21, 2:30 P.M.—Rare autograph letters and manuscripts from the collection of the late Henry Whitney Cleveland, secretary of the vice-president of the Confederate States of America, including letters of Lincoln, Washington and other eminent characters. (No. 382, 317 lots.)—*Merwin-Clayton*.

MARCH 21, 22, 2:30 P.M.—Portion of library of Charles T. Harbeck and consignment consisting in part of American first editions bought at the sale of the library of Frank Maier. (No. 899, 479 lots.)—*Anderson*.

MARCH 22, 23, ea. day 10 A.M. and 2 P.M.—Architectural library of the late George A. Clough, of Boston, together with art and illustrated books; also the private library of the late George Riddle, celebrated reader and actor, Cambridge, Mass. (1444 lots.)—*Libbie*.

MARCH 23, 24, 2:30 P.M.—Books, autographs and engravings, selections from the library of the late William H. Aspinwall, of Plainfield, N. J., with additions. (644 lots.)—*Merwin-Clayton*.

MARCH 27, 2:30 P.M.—Books, engravings, autographs. (No. 384, 403 lots.)—*Merwin-Clayton*.

PICK-UPS.

PROBABLY WOULD.

"THAT sentence is not incorrect," said the professor, "but it sounds odd to the English-speaking ear."—*Harvard Lampoon*.

THE BOOKMAN IN LOVE

THE following "want" advertisement, it is said, was recently turned down in the office of a literary weekly because of no approved classification in its columns:

"A collector of Dickens items whose set is almost complete desires to meet, with a view to matrimony, a young lady of similar tastes who has a copy of "Pickwick Papers" in the original parts, green paper wrappers, unbound. No others need apply."

BIBLIOGRAPHICAL NOTES.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

Bailey Brothers, 62 Newington Butts, London, Shakespeare and the drama, music and song, numismatics, Greek and Latin classics, philology, freemasonry, Roman Catholicism. (No. 91, pt. 8, 1369 titles.)

B. H. Blackwell, 50, 51 Broad St., Oxford, Eng., Historical, philological and general literature, mainly second-hand. (No. cxi, 1911, 1004 titles.)

F. A. Brockhaus, 16 Querstrasse, Leipzig, Monthly catalogue of new books. (No. 1, 391 titles.)

Burgersdijk Mermans, Leyden, Holland, Miscellaneous, ballooning, life insurance, chess books, lottery, gold, etc. (New ser., No. 3, 572 titles.)

Burrows Bros. Co., Cleveland, O., Americana, Central West, fine bindings, biography. (No. 88, 505 entries.)

A. S. Clark, 218 Washington St., Peekskill, N. Y., Pamphlets; over 200 subjects represented. (No. 65, 16 p. 8°, 594 titles.)

Armand Colin, 5 Rue de Mézières, Paris, Miscellaneous. (64 p. oblong.)

Fred J. Dimler, 243-245 Washington St., Brooklyn, N. Y., Periodicals and magazines. (4 p. 4°.)

S. Drayton & Sons, 201 High St., Exeter, Eng., Miscellaneous second-hand books. (No. 222, Feb., 1911, 439 titles.)

Ellis (J. J. Holdsworth and G. Smith), 29 New Bond St., London, W., Rare books; collection on medicine and surgery, including Herbals. (No. 133, 354 titles; No. 154, Bibliographical monographs on Bibles, engraving, incunabula, etc., Books from Aldine, Elzevir and other famous presses, 396 titles.)

Gustav Fock, Schlossgasse 7-9, Leipzig, Selections from the libraries of E. Duemmer, Berlin, J. v. Ficker, Innsbruck, d'Arbois de Jubainville, Paris. Universal history from the Middle Ages to the present. Pt. 1. (Antiquariats-Katalog 384, 5834 titles.)—Chemistry: periodicals, collections, books, with essay by P. Ehrlich on modern chemo-therapy. (Antiquariats-Katalog 388, 2852 titles.)—Bibliothek O. Liebreich, Berlin, Pharmazie, Pharmakognosie, Toxikologie, Forensische Chemie. (No. 389, 2253 titles.)

Franklin Bookshop, 920 Walnut St., Phila., Pa., Americana, North and South America, western travels, the Revolution, Civil War, local history, Indians, etc. (No. 25, Feb., 696 titles.)

Goodspeed's Book Shop, 5a Park St., Boston, Mass., Miscellaneous rare and choice books. (No. 83, Feb., 464 titles.)

W. B. Graham, 66 Cortlandt St., New York City, Americana, especially New York; Indians, Lincoln, Spanish-Americana, Washington, Walt Whitman, etc. (No. 1, Jan., 721 entries.)

Henry Gray, 1 Churchfield Road, East Acton, London, Eng., Family history catalogue. (No. 15, pt. 3, Pelham-Clinton-Yvery, 96 p. 4°.)

George Gregory, 5 and 5a Argyle St., Bath, Eng., Imperial Book Catalogue: Bampton lectures, Cambridge Bible, Parker Society publications, *Punch* sets, Quaker literature, etc. (Nos. 199-200, 4556 titles; Nos. 201-202, 1591 titles.)

Otto Harrassowitz, Querstrasse 14, Leipzig, *Berichte über Neue Erwerbungen* (Reports on new acquisitions), new series, No. 1, Bibliography, libraries, scientists. (Jan., 1911, 263 entries.)—*Slavica*. (No. 339, 3369 entries.)

John Heise, 410 Onandago Bank Building, Syracuse, N. Y., Autograph letters, signatures. (No. 29, 211 letters; 39 sigs.)

Karl W. Hiersemann, 29 Königstrasse, Leipzig, Muhammedanische Kunst (Mohammedan Art). (No. 379, 138 titles.)—*Weltreisen*: voyages round the world, books on early discoveries in the Pacific and Australasia. (No. 381, 72 titles.)

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William Clowes & Sons, Limited, London, Eng-
land, Printers from movable type in every known
language of the world—Ancient or Modern.

Robert Drummond, 135-137 Johnson St., Brooklyn,
N. Y. Scientific Textbook work—from manuscript
to bound book—and plate alterations a specialty.

Half Tone Press, Ltd., 326-328 West 41st St., N. Y.
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The Rockwell & Churchill Press, 291-293 Con-
gress St., Boston. Book Composition, Electro., and
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Directory of Booksellers in U. S. and Canada, \$3.00 "Select List of Public Libraries," with names of librarians, \$5.00. Write for particulars. Office of THE PUBLISHERS' WEEKLY, 298 Broadway, New York.

BOOKS WANTED

Under this head booktrade subscribers, under their own names, are given five nonpareil lines (exclusive of address) free advertisement for books out of print in any issue except special numbers, but not exceeding 100 lines a year. If over five lines are sent the excess is at 10 cents a line. Books not out of print, repeated matter, and all advertisements from nonsubscribers cost 10 cents a line. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY, does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withdrawing their use from irresponsible advertisers, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

The Albany News Co., 508 B'way, Albany, N. Y. Wilson's Cumulative Index to Books from 1902 to 1910.

Arthur M. Allen, 454 Fulton St., Troy, N. Y. Lilian Whiting, Study of E. B. Browning. Science of Man, Mrs. Eddy. 1876. Raymond's Surveying.

F. G. Allen, 73 Genesee St., Auburn, N. Y. 15 vol. set of Stoddard's Lectures, full bound or hf. mor.

Am. Bapt. Pub. Soc., 168 Wabash Ave., Chicago, Ill. Pollock's Great Grillpazer and the Austrian Drama.

Amer. Bapt. Pub. Soc., 514 N. Grand Ave., St. Louis, Mo.

Booklover's Enchirdeon Ireland. Richard Fuller's Sermons, 2 vols.

BOOKS WANTED.—Continued.

Amer. Bureau of Heraldry, 313 N. Terrace Ave.,
Mt. Vernon, N. Y. [Cash.]

Bliss Genealogy. Give dates.
Worcester Genealogy. Give dates.
Sisson Genealogy. Give dates.

Americus Book Co., Americus, Ga.

Louisiana Legislative Documents for 1877.
The Allstons of Carolina, by J. A. Graves.
Shakespeare and His Forerunners, illustrated ed.
Vols. 1 and 3 of So. Car. Huguenot Society.

C. J. Anderson, Box 28, Plankinton, So. Dak.
Back numbers of *Papyrus Magazine*.

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Bartlett's Dict. of Names.
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Champlin's Cyclo. of Painting.
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Ramsey, Annals of Tenn.

Justinian's Pandects.

A. J. Huston, 92 Exchange St., Portland, Me.

Mrs. Fitzherbert and George the Fourth, by W. H. Wilkins.

Bacon vs. Shakespeare, Edwin Reed.

Forest and Shore, Ilsley.

Illinois Book Exchange, 407 Lakeside Building, Chicago, Ill.

Books on Flagellation:

Gyneocracy, or the Adventures of Julian Robinson, 3 vols.

The Callipyges, Experiences of Four Ladies of the English Aristocracy, 2 vols.

The Spirit of Flagellation, or Memoirs of Mrs. Hinton.

The Yellow Room, or Alice Darwell's Confession. Curiosities of Flagellation, 2 vols.

The Mysteries of Verena House, or Miss Bellasis Birked, 2 vols.

Convent School, or Early Experiences of a Young Flagellant, by Rose Belind.

U. P. James, 127 W. 7th St., Cincinnati, O.

Mark Twain's Works, odd vols. of Hartford editions in good condition for binding. Need not be firsts.

James A. Jenkins, 313 Madison Ave., N. Y.

Lord's Beacon Lights of History. Quote price and condition.

William R. Jenkins Co., 851 6th Ave., N. Y.

The Pearl Book, by Kuntz, \$12.50 ed. Century Co. Good condition.

2 copies of Max O'Rell, Her Royal Highness Woman. Abbey Press.

Stormy Days, by Fullerton.

J. E. Jewett, 997 Greene Ave., Brooklyn, N. Y.

The Sherbro and Its Hinterland, by T. J. Aldridge.

E. W. Johnson, 121 E. 23d St., N. Y.

Barber's Hist. Collection Connecticut. 1836.

Any Life of John Jay.

Fight in Dame Europa's School.

Johnson's Book Store, 391 Main St., Springfield, Mass.

Buchanan's Anthropological Science.

Moody's Manual, 1910 ed.

Keating & Pabst Co., 5 W. Broadway, N. Y.

Brandes, Geo., Poland, a Study of the Land, People and Literature.

King Bros., 1182 Market St., San Francisco, Cal.

Science and Health.

Frazier's Altis Adonis and Osires.

Saline, Deposit Cal. Money, Bulletin no. 24.

Harry Hayward's Trial.

Garden of Olives.

Kleinteich's Book Shop, 1245 Fulton St., Brooklyn, N. Y. [Cash.]

E. P. Day, Callocon, Cyclo. of Prose.

Harnsworth's Self-Educator, Am. ed., nos. or bound.

Pride and Prejudice, illus. by Hugh Thompson.

Annals of Newberry, S. Ca.

The Korner & Wood Co., 737 Euclid Ave., Cleveland, O.

Rubaiyat, trans. into Sufi-ism.

C. S. Gerram, Armies of the World. Amsterdam.

P. E. Kubel, 220 S. Broadway, Los Angeles, Cal.

The American Railway, various authors, 3 copies. Pub. by Chas. Scribner's Sons.

C. P. Landman & Co., Toledo, O.

Mill Life in Italy, by De Amicis.

Topics for Teachers, by J. Comper Gray, 2 vols., 12mo.

Burk's Extinct and Dormant Peerage, Hudson's old cl. ed., brown.

Latin-America Book Co., 200 William St., N. Y.

Works on operations of French Panama Canal Co. Reports of United Mexican Co., later than June 13, 1827.

Charles E. Lauriat Co., 385 Washington St., Boston.

Forecastle to Cabin, by Samuel Samuels.

Natural Taxation, Shearman.

Masson's Life of Milton.

Century Atlas, 1900 or later.

Chas. E. Lauriat Co.—Continued.

Miss Mackenzie, Trollope.

Tales of All Countries, Trollope.

Simple Jography, Herford. Luce.

Tales from McClure, "West."

Last Days of Peking, Loti. Little, Brown.

Dante's Ten Heavens, Gardner. Scribner.

Girl's Winter in India, Carpenter.

Four Years at Yale, L. H. Bagg. Pub. by C. C.

Chafield, 1871.

Count of Monte Cristo, 4 vols., L., B. & Co., red

cl., full gilt.

Lady Jackson's Works, 14 vols., Page ed.

Orange Girl, Besant. D., M. & Co.

Organization of Ocean Commerce, J. R. Smith.

Denton's Moths and Butterflies, 3 vols.

Lemcke & Buechner, 30 W. 27th St., N. Y.

Pike, The Prostrate State. S. C., 1874.

Herbert, Why the Solid South.

Lexington Book Shop, 120 E. 59th St., N. Y.

Coke, The Wearing of the Gray.

Library Clearing House, 633 Wells St., Chicago, Ill.

The Studio, vols. 1 and 2.

Chapman's Homer.

Mary Glover, Science and Health. Lynn, 1870.

Dick's Recipes.

Library of Congress, Washington, D. C.

Shaw, D. A., Eldorado, or California as Seen by a Pioneer '85-1900. Los Angeles, Baumgardt, 1900.

Van Buren, Martin, Inquiry into the Origin and Course of Political Parties in the U. S. N. Y., 1867.

Lib. Univ. of California, Berkeley, Cal.

Hittell, Hist. of Calif., v. 3 and 4. 1897, San Fran.

Penn. German Society Proceedings, full set.

Chic. School of Civics Bull., vol. 1, no. 3.

C. F. Liebeck, 442 E. 67th St., Chicago, Ill.

Dickens, C., David Copperfield, vol. 1 or 2 vols. of Standard Library ed., H. & M., Boston, green

cl., black leather label.

Map of Louisiana, Ala. and Miss. Pub. by Mitchell, Phila., 1845.

Little, Brown & Co., 34 Beacon St., Boston.

Russell and Sidney and Chase Loring, Tales of the American Revolution.

Green Aigar of No. America, Collins.

Birds of Passage, Le Fanu.

B. Login & Son, 1328 3d Ave., N. Y.

American Journal of Public Health, any.

Berlstein, Handbuch der Chemie, last ed.

Beaumont, Observations on Gastric Juice.

Macaulay Bros., Detroit, Mich.

Samoa Uma, by Mrs. Churchill Pierce.

Merry's Book of Travel and Adventure, Juvenile,

Uncle Merry ed., by Dayton.

A. C. McClurg & Co., 215 Wabash Ave., Chicago, Ill.

Wilson, Alex., The Foresters, a Poem. 1825.

Kemble, Records of a Girlhood, 3 vols.

Gogol, St. John's Eve, trans. by Hagood.

Stark, Gilbert Little, Letters. 1909.

Bancroft, Hist. of U. S., 6 vols., large pap.

McElroy, Andersonville.

Naumann, Hist. of Music, 2 vol. or 5 vol.

Clay, Henry, Works, 10 vols.

Mather, Cotton, Witchcraft.

Steinitz, Modern Chess Instructor.

McDevitt-Wilson, 30 Church St., N. Y.

Iles's Flame, Electricity and the Camera.

Morley's Song of Life.

McFadden's Cell as a Unit of Life.

McGraw-Hill Book Co., 239 W. 39th St., N. Y.

Monell's Manual of Static Electricity in X-ray and Therapeutic Use.

Endlich's Manual of Qualitative Blowpipe Analysis and Determinative Mineralogy.

Alexander McQueen, Glenview, Ill.

Publications of chemical societies, cheap.

Swedenborgiana (before 1850), any language.

Dealers' catalogues of medical books.

John Jos. McVey, 1229 Arch St., Phila., Pa.

Hunter, Sketches of Western North Carolina.

Henry Malkan, 42 Broadway, N. Y.

Trans-Alleghany Pioneers, by John Hale.

Rand & McNally's Business Atlas and Shippers' Guide. Give dates.

BOOKS WANTED.—Continued.

Manhattan Book Store, 196 E. Broadway, N. Y.
The Phoenixian, by Phoenix.
U. S. Catalogs.

Isaac Mendoza, 17 Ann St., N. Y. [Cash.]

Yerkes's Catalog, de luxe ed. 1910.
N. Y. Historical Society, 1875.
Historical Collections of Albany, vol. 4.
G. E. Merritt, 277 Middlesex St., Lowell, Mass. [Cash.]
The Irish Brigade in the Service of France, O'Callahan.
The Irish Brigade and Their Campaigns, Cunningham.
Poems and Essays of Thomas Davis.
Merwin-Clayton Sales Co., 20 E. 20th St., N. Y.
Walters's Oriental Ceramic Art, 10 vols., folio, also Reference book bound in silk. Must be as new.
Bartlett's American Scenery; also Canadian Scenery.
Hinton's History of United States, English ed., bound or in parts.

William H. Miner, Cedar Rapids, Ia.

Archer, America To-day. Lond., 1900.
Disturnell, Sailing on the Great Lakes. Phila., 1874.
Emery, Memorial of Cong. Ministers. Quincy, Ill., 1863.
Garden of the World, The. Boston, 1856.
Gordon, Land of the Almighty Dollar. Lond., 1892.
Irving, Impressions of America, 2 vols. Lond., 1892.
Industrial Chicago, 2 vols. Chic., 1891.
Kelland, Transatlantic Sketches. Edin., 1858.
Kennedy, Progress of the Republic. Wash., 1856.
Knnoxiana. Galesburg, 1851-5.
Lester, Atlantic and the Pacific. Bost., 1873.
Manning, American Pictures. Lond.
Morris, Letters Sent Home. Lond., 1875.
Porter, The West from the Census. Chic., 1882.
Russell, Hesperothen, 2 vols. Lond., 1882.
Woods, Prince of Wales in Canada. Lond., 1861.
Wylie, Chatty Letters from the East. Lond., 1879.
Abraham, Western Woods and Waters. Lond., 1864.
Casey, Two Years on the Farm of Uncle Sam. Lond., 1852.
Cooke, Scenes and Adv. in the Army. Phila., 1857.
Finley, Map of Ohio, etc. Phila., 1825.
Haywood, Gazetteer of the U. S. Hartford, 1854.
Book on the Miss. Bubble in Dutch. Pub. at Wyse, 1729.
Lewis, Mrs. Jane, Narrative of Captivity. N. Y., 1833.
Rawlings, Emigration, 2d ed. Liverpool, 1846.
Remarks on the Western States; or, the Valley of the Miss. Lond., 1839.
Risley and Smith, Moving Panorama of the Miss. Lond., 1839.
Stewart, Eleven Years in the Western States. Lond., 1870.
Young, History of Round Prairie and Plymouth. Chic., 1876.

Moody's Magazine, Bk. Dept., 35 Nassau St., N. Y. [Cash.]

Clearing Out of Town Checks, Hallock.
Double Tops and Bottoms, C. B. Green.
Moroney's Book Sales, 746 W. 5th St., Cin., O.
Agricultural books cheap.
Rolfe Shakespeare.
F. Havergal's Complete Poems.
Kroeh, How to Think in Spanish.
Duffield and Breed, Hymnology.
N. F. Morrison, 314 W. Jersey St., Elizabeth, N. J.
Downing's Landscape Gardening, 3 copies. 1859.
Cole, Rev. David, History of Rockland County. New York, 1884.

O. H. Morrison, Ashland, Mass.

Odd vols. of illustrated American books before 1825, job lots taken, engravings must be in good shape.

New York State Library, Albany, N. Y.

Langois, Manuel de la Bibliographie Historique, bound.

John J. Newbegin, 315 Sutter St., San Francisco, Cal.

Trumbul's True Blue Laws.
Complete Works of Aristotle, in English.

D. H. Newhall, 154 Nassau St., N. Y. [Cash.]

Ellis, James J., Abraham Lincoln. London, 1891.
Words of Lincoln, English Classics, no. 131.
Great Conspiracy. Phila., 1866, pp. 201.

D. H. Newhall.—Continued.

Halstead, Caucuses of 1860.
Anything about Lincoln in Welsh.
Harris, Assassination of Lincoln.
Howard, Life of Lincoln, in German.
Hylton, J. Dunbar, The Praesicide.
Ireland, J. R., Life and Administration of Lincoln.
Jones, T. A., J. Wilkes Booth.
Jones, W. M., Abraham Lincoln.
Kadmus, The History of Magnus Maharba.
Tribune War Tracts, no. 5.
Davis, W. H. H., El Gringo.
Women of the Valois Court.
Life and Public Services of Lincoln. Boston, 1860.
Lincoln and D. Debates, Chicago, 1900.
Lives and Speeches of Lincoln and Hamlin. Columbus, 1860.
Riverside Lit. Series, no. 32.
McClure, J. B., Lincoln Anecdotes, in German.
McClure, Lincoln's Stories, p. 477 or 478.
Marble, Manton, Letters to Lincoln, p. 25.
Mawson, Agnes, Winnings for Lincoln's Birthday.
Minor, C. L. C., Real Abraham Lincoln.
National Preacher, May-June, 1865.

W. W. Nisbet, 12 S. Broadway, St. Louis, Mo.

Draper, King's Mountain and Its Heroes.
Leigh, Preadamite Man.

H. G. Noel, 304 N. 4th St., St. Louis, Mo.

Grimshaw, Vaiti of the Islands.
Walker, Wandering Among S. Sea Savages.
D. Hort, Tahiti, the Garden of the Pacific.
Stoddard, Hawaiian Life.

Old Corner Book Store, 27 Bromfield St., Boston, Mass.

Maxwell's Scottish Gardens.
Which Shall It Be?, by Mrs. Alexander.

Old Corner Book Store, Springfield, Mass.

Vermont Historical Gazetteer, vol. 3.
Southern Historical Society Papers, vols. 7 and 10.
History of Rhode Island, by Arnold, vol. 2.

Oriental Esoteric Library, 1443 Q St., N. W., Washington, D. C.

Any Sanscrit English dictionary with Sanscrit characters.

O'Shea Book Store, 109 E. 59th St., N. Y.

Rives, Fruit Garden.
Grapes of New York.

E. H. Otting, Warren, O.

Clapp Genealogy.
Northampton, Mass. in re.

C. C. Parker, 220 So. Broadway, Los Angeles, Cal.

Life of A. Lincoln, Ward Lamson.
Anything on the Palm and Its Varieties.
Life and Letters of Hugh Miller, Bayne.
Manual of U. S. Surveying, J. H. Hawes.

D. L. Passavant, Zellenople, Pa.

Moore, Hudson Collectors' Manual.
Vanishing Frontier, or Last Frontier.
Brackenridge, Modern Chivalry. Pittsburgh, 1819.

William Patten, 416 W. 13th St., N. Y.

Bibliography of the Works of Robert Louis Stevenson, by Colonel Arpadeaux. Pub. by Frank Hollings, London.
Youth, by Conrad.
Picaoons, by Burgess and Irwin.

Pettis Dry Goods Co., Indianapolis, Ind.

Review of Ingersoll's Christmas, by Rev. Lambeth, 25 c. ed.

Philadelphia Book Co., 17 S. 9th St., Phila., Pa.

Von Bezold's Theory of Color.
Von Bezold's Theory of Composition.

Philadelphia Magazine Depot, 326 N. 10th St., Phila., Pa.

North Am. Review, Sept., 1815, at \$5; Jan., '43; April, Oct., '46; April, '49, at \$1 each.
Economic Studies, N. Y., vol. 3, no. 4, at 50 c.
Municipal Affairs, N. Y., vol. 4, no. 2; vol. 5, nos. 1 and 2; at 50 c. each.

Pierce & Zahn, 1537 Arapahoe St., Denver, Colo.

Kabala Denudata, by S. L. Mathers. Banner of Light or other publisher.

The Pilgrim Press, 175 Wabash Ave., Chicago, Ill.

Talisman, and Woodstock, by Scott, in the Thomas Nelson New Century ed., stiff leather boards. We believe the price is \$1.50 list.

BOOKS WANTED.—Continued.

Isaac Pitman & Sons, 31 Union Sq., N. Y.
[Cash.]

Pitman's Journal, vol.
Cram's Atlas, last ed.
Bible in Isaac Pitman Shorthand, 2d ed.

Pownner's Book Store, 107 Clark St., Chicago, Ill.

History of Epidemics, by Noah Webster.
American Medical Biography, by Samuel D. Gross.
1861.
History of American Medical Association, by N. S. Davis. 1855.
A Discourse Upon the Institution of Medical Schools in America, by John Morgan. 1765.
Angina Suffocation, by Samuel Bard. 1771.
A Practical Essay on Typhus Fever, by Nathan Smith. 1824.
Writings of Daniel Drake.

Powers Mercantile Co., Minneapolis, Minn.
1 to 25 sets of Historians' History of the World,
¾ binding.

Any number of Stoddard's Lectures up to 50, 15
vol. ed., cl. or binding.
Ridpath's History of the World, 9 vols., ¾ binding.
Quote best price in any quantity.

C. S. Pratt, 161 6th Ave., N. Y. [Cash.]

Cairnes, The Slave Power.
Cairnes, Essays on Political Economy.
Cairnes, Political Essays.
Cairnes, University Education in Ireland.
Cairnes, Essays on the Gold Question.

Presbyterian Board of Pub., 328 Wabash Ave.,
Chicago, Ill.

Acts, vol. 1, Romans to Galatians, Ephesians to
Revelation, in Parker's People's Bible.
Elisha the Tishbite.

Presbyterian Board of Pub., 400 Sutter St.,
San Francisco, Cal.

Edward Carpenter, Toward Democracy, 4 parts in
1 vol.
Pistis Sophia.

Preston & Rounds Co., 98 Westminister St.,
Providence, R. I.

James's Psychology, 2 vols.
Gray's Anatomy.

Public Library, Chicago, Ill.

Children's Hour, 3 sets. H. M. Co.
Reed's Modern Eloquence.
Chambers, Book of Days.
Bliss, Cyclopaedia of Sociology.
Deems, Holy Days and Holidays.

Public Library of the District of Columbia,
Washington, D. C.

Crane, S., Wounds in the Rain.
Lee, E., Dorothy Wordsworth.
Stark, J. H., Loyalists of the State of Massachu-
setts.
Moltke, Count, Letters from Russia, tr. from Ger-
man by G. Bigelow.

Public Library, Schenectady, N. Y.
Worcester's Unabridged Dictionary.

G. P. Putnam's Sons, 2 W. 45th St., N. Y.

Markham, Lincoln and Other Poems.
Scammon, Marine Mammals.
Little Annie's First Book, by her Mother.
Cooper, Leather Stocking ed.
Ward, Come with Me to Babylon.
Heyse, Lost Paradise.
Holbach, Systeme de la Nature.
Phillips, Making of a Newspaper.
Inman, Ancient Pagan and Modern Christian Sym-
bols.
Kipling, vols. 19, 21, 24, 25, 26, Outward Bound ed.
Howard, Fifty Years Maryland Kitchen.
Young, The Medici, several copies.
George, Protection and Free Trade.
Voorhees, Genealogy of Voorhees Family.
Stirner, Ego and His Own.
Whately, Napoleon.
Newton, Book of Common Worship.
Twain, Tom Sawyer, blue cl. ed.
Englishman in Paris.
Osgood, Public Documents of N. Y.
Lady Jackson, Margaret De Valois.
Winters, Shadows of Stage, 3 vols., Page ed.
Pielier, My Uncle Benjamin.
Hooper, Evergreens. Pub. about 1868.
Thiers, Consulate and Empire, 12 vols.
Alger, Friendship of Women.

G. P. Putnam's Sons.—Continued.

Sidelights on Court of France.
Dickens, Peterson's Double Column ed. State title.
Holland, Commonwealth of Man.
Tighe-Hopkins, Idler in France.
Draper, History of Civil War.
Century Dictionary Proper Names.
Trench, Realities of Irish Life.
Lawson, American Industrial Problems.
Franklin Square Song Collection, cl.
Cadet Life at West Point, Burnham. 1862.
Brewster, Life of New York.
American Cyclopaedia.
Kunz, Precious Stones.
Gideon Welles, Lincoln and Seward.
Stevenson, Thistle ed., vols. 17, 22.

Queen City Book Co., 615 Vine St., Cin., O.

Prescott, Electricity and Telegraphy.
Prescott, Bell Electric Speaking Telephone.
Proceedings or Transactions of Ohio Masonic Bodies.

W. G. Reeve, 1128 Detroit St., Denver, Colo.

Meade, Old Churches, etc., of Virginia.
Magazine of Western History, any nos.
Swisher, How I Know. Cin., 1880.

G. F. Reifsnider, 114 E. 59th St., N. Y.

Hamerton, Etching and Etchers. Lond., 1880.
The Niagara Book. Buffalo, 1893.
The Lotus. Boston, 1903.
Hamilton, Marriage Rites.

Peter Reilly, 133 N. 13th St., Phila., Pa.

Key to Wentworth's Grammar School Arithmetic.

Reliance Book Store, 23 E. 14th St., N. Y.

Yermah, F. E. Waite.

E. R. Robinson, 410 River St., Troy, N. Y.
The Table, by Filippinni.

H. Taylor Rogers, Asheville, N. C. [Cash.]

Legends of the Rhine and of the Low Countries, by
the author of Highways and Byways. Pub. by
Cary & Harte, Philadelphia, 1833.

Rohde & Haskins Co., 16 Cortlandt St., N. Y.

Pliny's Natural History, vols. 1, 2, 3. Bohn.
Afro-American Egypt, Arnold.
Busch, Bismarck and Some Secret Papers.
Bismarck, Reflections and Reminiscences.
Lafcadio Hearn, Life and Letters, second-hand.

J. F. Ruggles, Bronson, Mich.

The Book of Enoch.
Sullivan's Views of Rights Granted L. and Colden.
1822.
Duer's First Letter to Colden on Steamboats.
Fitch's Original Steamboat.
Ramsey's Short Treatise on Steam.
Hervey's Memoirs of Geo. II.
McGuffey's 1st and 2d Readers, old eds.

Jos. F. Sabin, 22 Pine St., N. Y.

Trumbull's History of Hartford Co., Conn.
Sprague's Annals of American Pulpit.
Sedgwick's Life of W. Livingston. 1835.
Life and Letters of Joel Barlow.
Military and Civil Life of Gen. Hull.
Memoirs of Benj. Tallmadge.
Durfee's Sketch of Ebenezer Fitch.
Life of Nath. Chapman. 1846.
Beginning of Modern Submarine Warfare. 1881.

St Paul Book and Stationery Co., St. Paul, Minn.

Norris's The Moran of the "Lady Letty."
Tillie's German Songs of To-day.
Simonson's German Ballad Book.
Kropotkin, Mutual Aid.
Mallock, Aristocracy and Revolution.
Gilman, Human Work.
Mallock, Labor and the Popular Welfare.

W. H. Samson, 420 Oxford St., Rochester, N. Y.
Rochester imprints, books, letters, maps, pamphlets,
pictures, relics, relating to Rochester.

Schaefer & Koradi, Philadelphia, Pa. [Cash.]

Large steel engraving of Gen. R. E. Lee.
Fields, Handbook of Theology, 2d part.
Wesley, Christian Perfection.

J. W. Schermerhorn & Co., 12 W. 33d St., N. Y.

Huntington, How to Teach Kitchen Garden.
Kindergarten Magazine, April and May, 1895.

BOOKS WANTED.—Continued.

Theo. E. Schulte, 132 E. 23d St., N. Y.
 Holtzman, Life of Jesus.
 Jones, Ecclesiastical History.
 Bury's Life of St. Patrick.
Art Journal, Virtue, 1862, '93, '94.
 Shakespeare, illus. by Darley, Small ed.
 Leonard's Handbook of Wrestling.
N. A. Review, vol. 57.
 Galton, Natural Inheritance.
 Lee, Constructive and Social Philanthropy.
 Picthall, Said the Fisherman.
 Weismann, German Plasm Theory.
 Schurer, Hist. of Jewish People.
 Grapes of N. Y.
 Hood's Poems—Shelley, Brit. Poets. L., B.
 Life of John Jay, by Wm. Jay, vol. 1.
 Elliott, An Incident and Other Happenings.
 Gilman, Recollections of a Southern Matron.

Serantom, Wetmore & Co., Rochester, N. Y.
 Peary's Northward Over the Ice.
 Howell's London Films.
 Henley's Lyrica Heroica.
 Beacon Lights of History.
 Crapsey's Greater Love.
 MacGregor's Astrology.
 Life of Bishop Taylor.
 Strauss's Life of Jesus.
 Upham's Life of Madame Guyon, unabridged.
 Dowden's Shakespeare, His Mind and Art.
 Broeke's Tennyson.
 Plutarch's Mis. Essays (Moralia), ed. by Goodwin.
 Ranke's History of Servia.
 Yeats's Secret Rose.

Shepard Book Co., Salt Lake City, Utah.
 Boone, On Code Pleading, 2 vols.
 Howe's Mormonism Unveiled.
 Towle's, Nancy, Vicissitudes, etc. Portsmouth, 1833.
 Fraser's Golden Bough.
 Don Maguire's Poems.
 Narrative of Life of Solomon Mack, pamphlet.
 1812(?).
 Twain's Huckleberry Finn, 1st ed.
 Atlas to King's Geological Survey of 40th Parallel.
 Besant's Survey of London, 10 vols.
 Any book or pamphlet on Utah, Mormons or Abraham Lincoln.

G. F. Sherrill, Box 483, Raleigh, N. C.
 Works of Hugo, Ruskin, Tennyson, Scott, Dumas, Shakespeare, Emerson
 House Boat on the Sticks, cheap edition.

Rev. E. L. Shettles, Cameron, Texas.
 Discipline of M. E. Church before 1820.
 Letters of Alex. McCaine.
 Mutual Rights. Pub. Balt., 1824-'28.
 Lay Representation, by N. Suethen. Balt., 1835.
 Any early Methodist historical items.

John Skinner, 44 N. Pearl St., Albany, N. Y.
 Downing's Fruits and Fruit Trees.
 Ashmodeus, Le Sage.
 Batchler's Map of Gettysburg, colored.
 Science and Health, any cheap.
 Standard Dictionary.

Geo. D. Smith, 43 Wall St., N. Y.
 Harland, Henry, The Cardinal's Snuff Box, 1st ed., cl.
 Harland, Henry, The Lady Paramount, 1st ed., cl.
 Harland, Henry, My Friend Prospero, 1st ed., cl.
 Stevenson, R. Louis, Not I and Other Poems, 1st ed.
 Shakespeare, W., Works, vol. 3, Philadelphia, 1795, 1st American ed., original calf.
 Turgeneff's Works, Unexpurgated ed.
 Vale ed. of Shakespeare, The Tempest (only).
 Aubrey's Brief Lives.

Smith Bros., 462 13th St., Oakland, Cal.
 Saline Deposits of California, Bulletin no. 24, San Francisco, 1902, by G. E. Bailey.
 America, a History, by Robert Mackenzie. Pub. by Thomas Nelson & Sons, New York.
 Israel's Ancient Seers—the Divinity of Human Nature.

Smith & Lamar, Agts., Nashville, Tenn.
 Ridpath's History of the World, latest ed.
A. H. Smythe, 43 S. High St., Columbus, O.
 Miner's History of Wyoming.
 Rhodes's History of the U. S., second-hand.
 Ropes's Book on the Civil War.
 Buckles's History of Civilization.

Geo. W. Sparger, 1412 Eutaw Pl., Baltimore, Md.
 Vols. 1 to 10 inclusive of *Va. Law Register*, bound.
 N. J. Laws prior to 1821, any vols.
 Brantley, On Contracts; also Personal Property.
 C. C. A. Reports after vol. 32.
N. E. Reporter, vols. 78-91 inclusive.

H. C. Spaulding, 9 Murray St., N. Y. [Cash.]
 Otyogonomy, Cherry. Neely Pub. Co., Chicago.

Speyer & Peters, Medical Booksellers,
 Biol. Bulletin of Marine Biol. Labor.
 Cooley, Treat. on Constitution.

State Normal College, Ypsilanti, Mich.
 Twelfth Census, vol. 3.
Atlantic Monthly, vol. 98.

W. K. Stewart, Indianapolis, Ind.
 Morley, Minor Writings of Swift, Carisbrooke Library.
 Saintsbury, Selections from Defoe's Minor Novels.
 Tolstoi's Gospel Stories.

Stone's Book Store, 136 4th Ave., N. Y.
 Odd nos. for 1901 of *The Theatre Magazine*; Dec., 1902.
 Poe's Raven, illus. by Dore.
 Ray, Through Texas on Mustang.

W. F. Stowe, 167 Clinton Ave., Kingston, N. Y.
 Brink's History of Saugerties, N. Y.
 Lincolniana.
 Dramatic Material.
 Foley's 1st eds.
 Sylvester's History of Rensselaer Co., N. Y.

Tacoma Public Library, Tacoma, Wash.
 Richardson, Messages and Papers of the Presidents, vol. 1.

Taylor's Book Shop, 3518 Franklin Ave., St. Louis, Mo.
 Clavis Universalis, Meditations of Descartes.
The Thomson-Pitt Book Co., 947 8th Ave., N. Y.
 Bierce, Tales of Soldiers and Civilians.
 Motley, John of Barnevald.
 Henderson, Stonewall Jackson.

H. H. Timby, Main St., Conneaut, O.
 Butterfield's Hist. of the Girtys.
 Very's Essays and Poems.
 Carducci, G., Poems, Eng. trans.
 Lamon, Ward H., Life of Lincoln.
 Wheeler's Hist. of N. Carolina.
 Wishart, Monks and Monasteries.
 Bryan's Dict. of Painters and Engravers.
 Coxey's Army.

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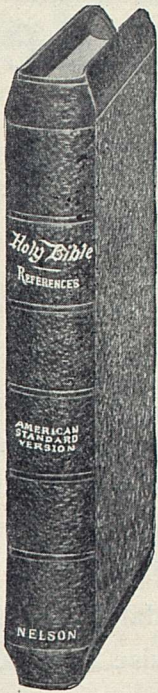
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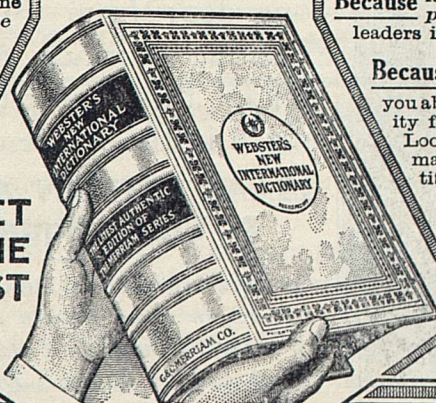
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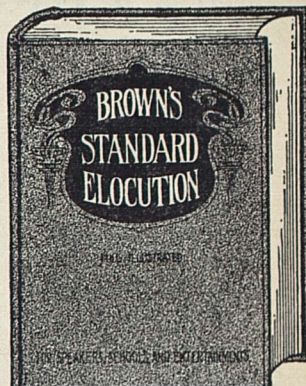
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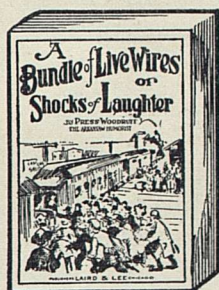
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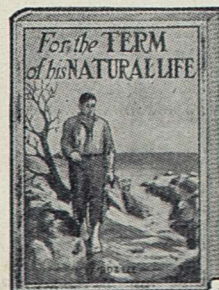
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